



**New York
State College of Agriculture
At Cornell University
Ithaca, N. Y.**

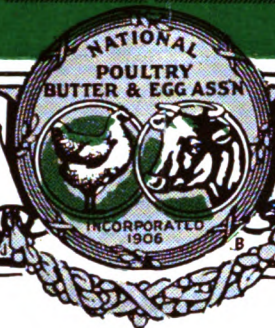
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The NATIONAL POULTRY · BUTTER · & · EGG · BULLETIN

OCTOBER

Volume 7



1922

Number 1

1922

OCTOBER

1922

Sun.	Mon.	Tues.	Wed.	Thur.	Fri.	Sat.
			<i>Just Two Days</i>			
	16	17		<i>in</i>		
				<i>October</i>		

"SEE YOU IN CHICAGO"

INVITATION

We will be back at the old stand again this year—Room 118-119 and extend an invitation to all Convention Visitors to pay us a call.

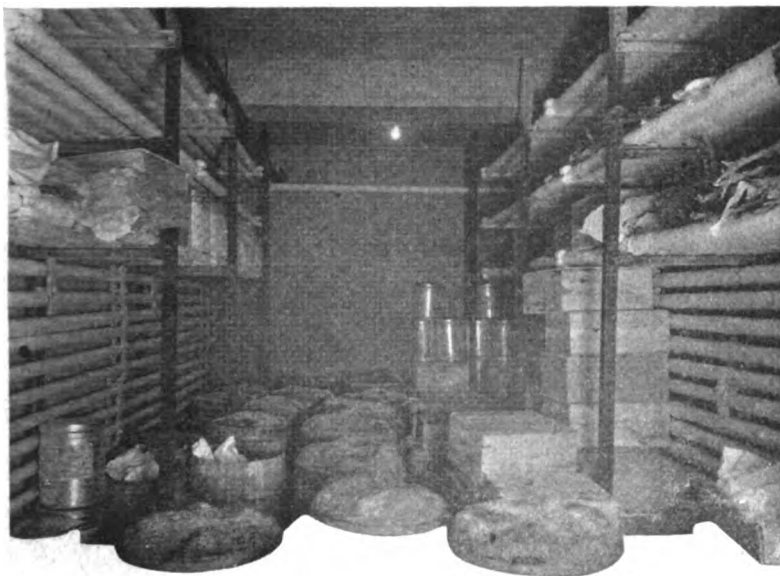
Drop in and rest if you are tired—your friends will be there.

You will not be bored with business talk or pressed to buy.



Elmer L. Arming

216 W. South Water Street
CHICAGO



No spoilage in such rooms. Nonpareil Corkboard Insulation was used throughout the plant of Cappel and Gerrard, Peoria, Ill.

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SUCCESSFUL shippers of poultry, eggs and produce succeed because they are equipped to take advantage of market conditions. Well-insulated cold storage rooms enable them to hold their products for good prices. And they are very careful to see that their rooms *are* well insulated. That is why you find Nonpareil Corkboard in so many of the most efficiently designed and operated plants.

The high insulating value of Nonpareil Corkboard excludes most of the outside heat, thus saving refrigeration and maintaining *uniform* temperatures at low operating cost. Nonpareil Corkboard does not absorb moisture; hence, it will not rot, or mold, or deteriorate in any way. Rooms so insulated are dry and free from harmful odors.

Moreover, Nonpareil Corkboard, properly installed, lasts indefinitely. Repairs and maintenance are negligible and the insulation should never have to be replaced.

Write today for a copy of "Small Cold Storage Rooms," a 36-page book filled with helpful facts on chill room construction. It is sent on request, without charge.

Armstrong Cork & Insulation Company
155 Twenty-fourth St., Pittsburgh, Pa.

Also manufacturers of Nonpareil Cork Covering for brine and ammonia lines, coolers, tanks and cold surfaces generally; Nonpareil High Pressure Covering for steam lines, feed water heaters, boilers, etc.; Nonpareil Insulating Brick for furnaces, ovens, boiler setting, etc.; Nonpareil Cork Machinery Isolation for noisy machines, and Linotile and Armstrong's Cork Tile for floors in offices, residences, etc.

Nonpareil Corkboard Insulation

For Poultry, Egg and Produce Rooms



The Buyer's Page



Fewer Parts, Less Work, More Flexibility, with this New No. 5 American Butter Cutting Machine

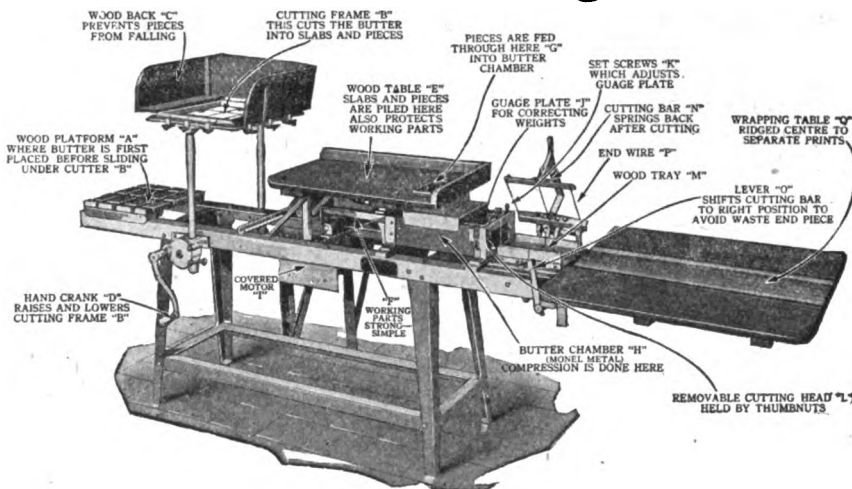
THIS machine is a single unit, on one base, very simple in construction, with fewest possible working parts. Only one large slow working gear is required to operate the eccentric which drives the piston.

There is no cover to lift up and down, no starting lever. The piston is traveling back and forth continuously in the butter chamber, running through two prints with every stroke—20 strokes per minute.

This machine turns out clean-cut prints of accurate weight. The change from $\frac{1}{4}$ lb. to $\frac{1}{2}$ lb. or 1 lb. prints is made instantly without changing a wire, by means of different cutting heads which may be quickly clamped upon the mouth of the butter chamber. A shifting arrangement of the cutting bar enables operator to practically eliminate the necessity for throwing butter back into machine.

Operator needs to move only a step in his work — a great saver of labor.

Write for complete information and prices.



Mojonnier Oil Immersed Butter Print Scales

THIS scale is designed especially for the weighing of butter prints, lard prints, or any other product that requires the net weight to be known, or specified upon the label.

All working parts are immersed in oil, thus preventing corrosion, and wear of the bearings. It is unaffected by salt water or by the damp conditions usually encountered in creameries or other dairy plants. The scale case is beautifully finished in white vitrified porcelain enamel on cast semi-steel. The scale pans are made of the lustrous and non-corrosive "Milk Metal"

The scale is sensitive to less than 1-64 ounce, and it gives accurate results. It is the most accurate butter print scale on the market today. With butter at its present high price, each 1-8 ounce is worth 1-2c per print—5,000 prints per day, loss of \$25.00 per day.

It works very rapidly, insuring maximum results upon the part of the operator.

You can run no risk in ordering. The scale carries the strong guarantee of the manufacturers. Wearing parts, replaceable at low cost.

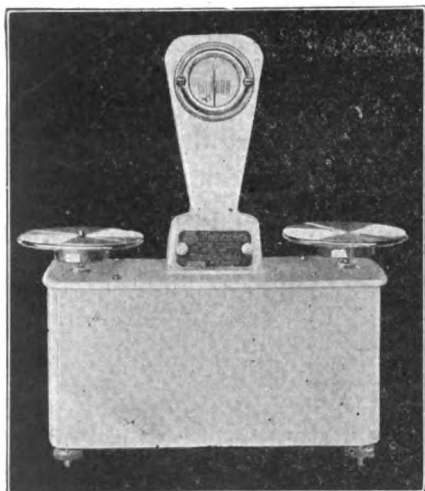
Specifications—Table space, 6x15 in. Height to top of pan 8 3-4 in. Height over all, 17 in. Pan diameter, 4 3-4 in. Additional weights furnished at extra cost. Shipping weight with oil, about 50 pounds.

Brass Weights, extra—

No. S10C—1-2 ounce, each.....	\$0.65
No. S10B— 1 ounce, each.....	.70
No. S10A— 2 ounce, each.....	.90
No. S10 — 4 ounce, each.....	1.00

No. S 9—8 ounce, each.....	1.25
No. S 8—1 lb. each.....	1.75
No. S8A—2 lb. each.....	3.15

Mojonnier Oil Immersed Butter Print Scales, including two 4-oz., one 8 oz., one 1-lb. brass nickel plated weights and oil, all complete.....**\$75.00**



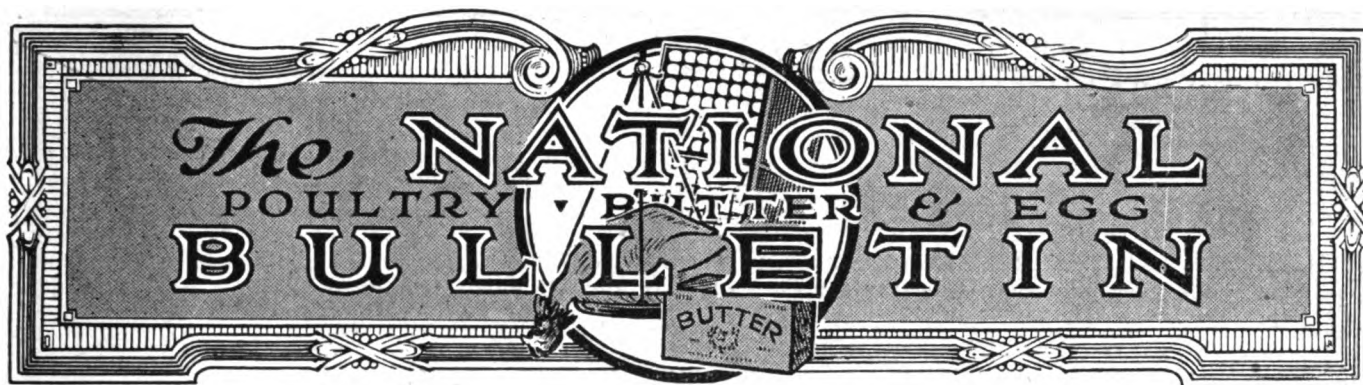
S50 Mojonnier Oil Immersed Butter Print Scale
Manufactured under G. L. Rushton Pat. Jan. 9, 1917

Twin City Branch—2490-2494 University Avenue, St. Paul, Minn.

A.H. Barber Creamery Supply Co.
300 W. Austin Ave., Chicago, U.S.A.

A. H. Barber Creamery Supply Co.
Gentlemen—Please send us complete information and prices on

Name.....
Address.....



Vol. 7

CHICAGO, ILL., OCTOBER, 1922

No. 1

The Sixteenth Annual Convention

Everything in Readiness for What Promises to be the Greatest Convention
in the History of the Association

Promptly at twelve o'clock noon of October 16, 1922, President Jacob M. Klein hopes to say, "Gentlemen, be seated!"

Before then, however, those attending the Sixteenth Annual Convention of the National Poultry, Butter and Egg Association should contribute to their own comfort and peace of mind by complying with the following hints.

Immediately after being cared for in the way of hotel accommodations, members should call at the Executive Offices which will be located on the first floor above the mezzanine floor of Hotel Sherman. Here they will find out two registration cards. After filling out the cards, the clerk in charge will give out the badges and luncheon tickets (one luncheon ticket to each member in good standing free of charge—extra tickets at actual cost). Those who have not paid their dues for the ensuing year will be asked to pay them at this time, otherwise they will not be permitted to participate in the functions of the convention. They should have in readiness, the sum of \$25 for this purpose.

After these formalities, the next step will be to go to the *railroad desk* on the same floor and have return ticket validated. The clerk in charge at this desk will issue the proper certificate. Bear in mind that no person will be entitled to a reduced fare for the return trip unless he have such certificate, and the only place one can be procured is at the place indicated.

Last year several persons put off the procuring of the certificate till the last moment before departure, and the result was that they had to pay full fare going home. To avoid this, this year, get the certificate the moment after you get a badge—this is the only safe way.

After these matters have been cared for, members are at liberty to do as they please till about 11:45 a. m. At this hour the Executive Committee requests their presence in the Tiger Room. This is the large banquet room and is located on the first floor above the mezzanine floor.

Here, promptly at twelve o'clock, President Jacob M. Klein hopes to see every member of the Association at the annual Association luncheon. He will welcome all to the convention with the time honored words: "Gentlemen, be seated," and thus will be formally opened for business, the Sixteenth Annual Convention of the National Poultry, Butter and Egg Association. At this time the doors to the luncheon room will be closed and the Executive Committee requests that no person leave the tables until the luncheon is concluded.

At the conclusion of the luncheon, President Klein will introduce Mr. M. A. Hagensick of Des Moines, Iowa, Second vice-president of the Association, who will deliver the only address scheduled for the business sessions. Mr. Hagensick will speak for not to exceed fifteen minutes and will confine his address to a brief history of the organization and its activities. At some time during the luncheon, the Nominating Committee will make its report and the President will appoint a committee on Resolutions. After this the luncheon may stand adjourned.

Guests at the luncheon will find at each place the annual report of the Executive Committee. This report will be a *resumé* of the business transacted in the Executive Offices in the last year; it will be in pamphlet form and in addition will contain the reports of the Secretary, Treasurer and standing committees of the Association.

Heretofore members of the Association have shown a pronounced dislike for business sessions, and it has been almost impossible to drag them into such sessions. The result has been, that after many speakers have spent weeks in preparing addresses, they find themselves talking to empty chairs. This has always occasioned more or less embarrassment to those who have arranged the programs, and this year, while ample provision has been made to have discussions and reports on any topics members may suggest, the luncheon is the only session of the Association which has a set program. To care for the discussion of any subjects members desire, at each place at the tables, cards will be found on which members are

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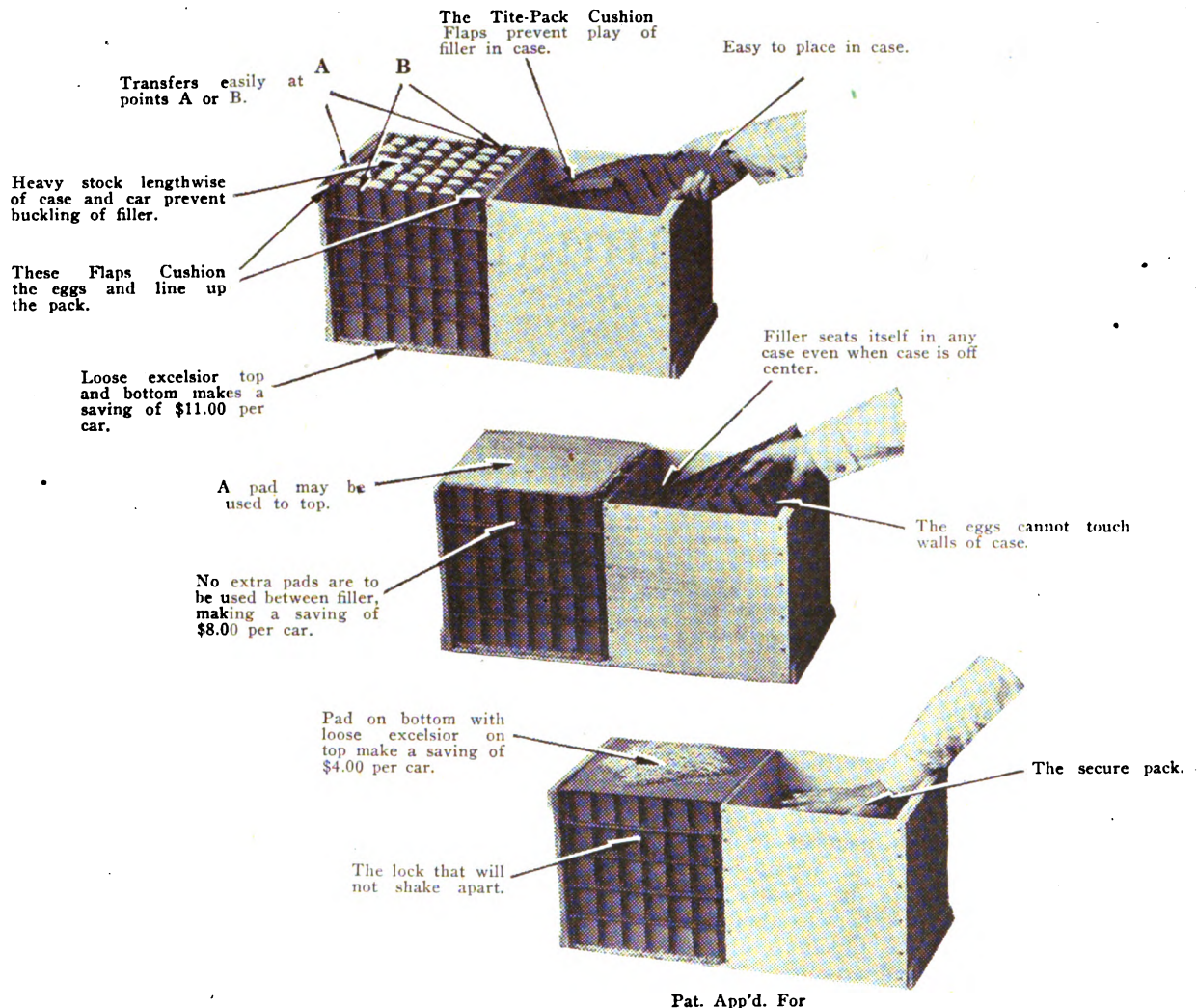
THE TITE-PACK FILLER CO.
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EGG CASES

EGG BREAKAGE PRACTICALLY ELIMINATED with additions to the ordinary honey-comb filler we have produced a filler that is used in the same old way and will carry your eggs without breakage.



The features shown above insures your seasons pack against damage at no extra cost to you. The heavy stock in the filler lengthwise of case and car absolutely prevents buckling. The Tite-Pack Flap does not allow the eggs to crash against walls of case. Egg shipments carry to market in perfect condition and at no greater cost of package.

Many high grade egg shippers (names on request) use and indorse the Tite-Pack Filler.

A trial will convince you. Send for samples.

THE TITE-PACK FILLER CO.

728 WEST MADISON ST.

CHICAGO

AT THE CONVENTION—DISPLAY ROOM 115

requested to mention the topic of any question they desire to have discussed.

As the luncheon progresses, these cards will be collected and from them, the program for Tuesday morning's session will be arranged. For example: some member might want to know whether it would be beneficial for the trade to have all refrigerator cars placed in a pool. He would merely write on the card "pooling cars" or words to that effect. This subject would then be placed on the program for Tuesday morning at ten o'clock. The member suggesting the topic would be expected to appear on Tuesday morning and lead the discussion or ask questions. There is no limit to the number of topics that may be suggested, and members are urged to use the cards freely. A Bulletin Board will be located in a convenient place on which will appear the program as arranged from the cards.

The Executive Committee had nothing to say concerning the program for Tuesday afternoon. The by-laws settle that.

Tuesday afternoon session will be devoted to report of the Resolutions Committee, election of officers, selection of meeting place for 1923, unfinished business and final adjournment.

The Entertainment

The entertainment of members is in the hands of the Chicago trade. The general committee in charge has had meetings almost daily and lack of time or money does not stand in the way of having all guests properly cared for.

During the time the men will be in attendance at the noonday luncheon on October 16, the ladies will be sight-seeing and preparing for the banquet at six o'clock in the Tiger Room at Hotel Sherman. The banquet will be the best that can be provided, and between the courses light entertainment of very high class will be provided.

The speaker will be the Honorable William Hale Thompson, Mayor of the City of Chicago. After the banquet the guests will adjourn to attend the Palace Theatre, where two floors have been reserved.

On Tuesday at twelve o'clock noon, the ladies will leave Hotel Sherman by auto for Marigold Gardens where luncheon will be served and entertainment provided. At this luncheon, souvenirs will be presented.

Heretofore the ladies have been the only recipients of souvenirs, but this year the men will participate and those selected for the men will more than outweigh in value the cost of the banquet ticket.

In addition to the entertainment provided, the Committee has paid special attention looking toward the comfort of the ladies. A suite of rest rooms for their exclusive use has been provided in Suite 108 on the first floor above the mezzanine. These rooms will be in charge of maids who will be available at all hours during the convention.

Ample arrangements have been made for shopping hours and guides will be available to render assistance to any who may require assistance.

In arranging the program for the Sixteenth Annual Convention of the National Poultry, Butter and Egg Association, of which the foregoing is an outline, all committees have worked with but one end in view, and that is to make the Convention the greatest in the history of the trade. And the Executive Committee, in its desire to have this a strictly *members'* convention, have left the program in such shape that members have the opportunity of indicating the kind of a program they want. In this regard, the Executive Committee has been actuated by the thought that this year, by reason of existing conditions, members will care to devote more time to their own personal affairs than to affairs which are of interest to the industry at large.

COMMERCIAL ARBITRATION AND PREVENTION OF WASTE

A. J. Wolfe, Chief, Division of Commercial Laws, U. S. Department of Commerce

It is a significant fact that in the commercial arbitration conference which met in the building of the Department of Commerce on November 15, 1921, there was a preponderant attendance of executives representing trade associations of producers and shippers of perishable foodstuffs. Nowhere else is the absurdity of going to law over minor points of contract compliance so apparent as in the various branches of the provision trade. Lawsuits take time, and in the meanwhile the object of the dispute deteriorates and is rendered useless. Waste of food is an economic crime, and it is that innocent party, the consumer, who bears the penalty.

The subject of commercial arbitration is one that concerns vitally not only the merchant who seeks to do business honorably and welcomes the opportunity of an amicable and speedy settlement of those differences that now and then unavoidably arise in trading; not only the lawyer who holds to the view that it is his duty to keep his client from needless litigation; it concerns most of all the consumer, who is bound to benefit by every factor which lessens the waste in distribution and to suffer from every factor that increases it; and last but not least the producer—in the first line

the farmer, who without an efficient system of arbitration often faces the total loss to his shipment.

Commercial Arbitration a Constructive Movement

Commercial arbitration is far from a mere theory championed by college economists; neither is it a hobby of doctrinaires, nor yet an incidental phase of commercial relations of interest to some and of no concern to others. Commercial arbitration is a constructive movement the principle of which is universally admitted, but the practical application of which to business within a country and between different countries is still in its infancy. The development of this practice will do more to render business safe and sane, economical and dependable than any other measure yet devised. It is true beyond contradiction that a universally adopted system of commercial arbitration would have made impossible that wave of cancellations, rejections, and insincere complaints which not long ago threatened to disrupt the entire fabric of international commerce.

For it is a phenomenon with which unfortunately the business world has become too familiar that in the wake of a declining market there comes an epidemic of fault-finding. Who ever heard of a customer refusing a shipment on a rising market under plea of late delivery? Why should a manufacturer ship honestly made, honestly packed goods and still fear that the cargo may not meet an equally honest acceptance? Commercial arbitration is the solution of the difficulty. If

We will open our doors to all visitors at the National Poultry, Butter and Egg Association's Convention and cordially invite them to avail themselves of the privileges of the Exchange floor.

Chicago Mercantile Exchange

merchants include in their contracts a clause submitting disputes that may arise to arbitration; if the laws of states and of nations lend the prestige of legal recognition to arbitration awards honestly and competently rendered; if treaties between nations provide that such awards have international validity, then the day of the contract-jumper and of the concession-extorter will pass into history with such other ancient abuses of commerce as piracy and the like.

Arbitration a Means of Conservation

Unquestionably the experiences of the past few years have given a great impetus to the promotion of commercial arbitration. Can anyone doubt that honestly administered arbitration machinery, with the backing of home law and international treaty agreement, could have cleared the tangles between foreign merchants and their customers after the collapse of the post-war boom more efficiently and with less loss all around than litigation? Commercial arbitration stands for conservation, not only of such material things as profits, property rights, and business relations, but still more of such intangible but priceless elements of commerce as business honor, business safety, and business friendship.

In COMMERCE REPORTS for September 11 reference was made to the unanimous approval by the San Francisco convention of the American Bar Association in August, 1921, of a Federal statute to make written agreements to submit trade disputes to arbitration in business between states and between states and foreign countries valid and enforceable. The convention also unanimously endorsed the text of a treaty clause which it hoped might be used in future commercial treaties. There is nothing surprising in this, for there is no antagonism between the practice of law and commercial arbitration.

Measures Needed to Make Arbitration Effective

To make the machinery of arbitration universally effective the following measures have been proposed: A Federal law, to take care of interstate and of foreign commerce; a uniform State arbitration law, to take care of commerce within States; and commercial arbitration treaties to take care of foreign trading. Naturally the introduction of legislation in 48 States is bound to be a slow process, and a Federal bill, if adopted, would be the ideal solution.

With regard to trade with foreign lands, the experience of the Division of Commercial Laws in the thirteen months since its formation has clearly brought out the fact that litigation in foreign lands based upon contracts with foreign customers is destructive. If arbitration is provided for by treaty (the authors of the proposed treaty clause text do not offer it as an ideal text, but merely as an exposition of the factors which are needed to make it a live and workable instrument), trading with foreign countries will be safer, and a saving to all—most of all to the consumer—will be the inevitable result.

Commercial arbitration must also be appealed to to prevent that recently so aggravated evil of rejections of merchandise without cause. Some provision may be made for determining the fact that merchandise at shipment is in accord with contractual specifications and rejection on specious pleas to the contrary should be rendered impossible in the face of such a certificate.

Recommendations of Advisory Committee

Summarized, the needs of commercial arbitration have been adequately expressed in the recommendations

passed by the ways and means subcommittee of the advisory committee on arbitration which constituted itself in response to a suggestion made by the Secretary of Commerce in the summer of 1921, and which met in December, 1921. The text of these recommendations follows:

The New York Arbitration Law now makes all written contracts to arbitrate future differences valid, enforceable, and irrevocable; we believe

1. That the other States in the Union should emulate the example of the State of New York and pass similar laws. To accomplish this result the New York State Chamber of Commerce has been working for over a year.

2. That Federal legislation covering commercial arbitration as relating to foreign and interstate commerce be enacted.

3. That wherever possible, treaties be made by our country with foreign countries with which this country does business, which shall provide that arbitration agreements made between their respective nationals shall be valid, enforceable, and irrevocable.

4. That by such treaties provision be made for the reciprocal enforcement of such arbitration agreements by the courts in the countries party to the treaty.

5. That by such treaties it be covenanted that reciprocally, arbitration decisions in the countries party to the treaties be honored and enforced.

6. That the Webb-Pomerene Act be amended so as to provide that in foreign trading an arbitration agreement bind the American merchant only when it is equally binding upon the foreigner in his country.

7. That the work of the Bureau of Standards be extended upon a self-supporting basis so as to provide that before shipment the quality of merchandise may be authoritatively passed upon. This would prevent, in the great majority of cases, refusals of merchandise at destination on grounds of alleged defects. We feel confident that merchants will gladly pay reasonable fees for the determination by such an impartial body of the quality of the merchandise, according to fixed or contractual standards.

8. That the practicability of instituting a system of insurance against rejection of merchandise at the point of destination be carefully considered.

9. That in all future contracts by our Government for supplies there be inserted a standard arbitration clause. We believe that this will result in securing for the Government lower prices and better terms than heretofore. The merchant today must add to his cost a percentage to cover the risk incident to rejection or claims made on technical grounds.

A Field of Usefulness for Trade Organizations

The State of New York is at present the only State which has a law declaring arbitration clauses in contracts valid, binding, and irrevocable. Under this law the Chamber of Commerce of the State of New York has for years operated for the good of merchants, at home and abroad availing themselves of its dispute-arbitrating machinery. Indeed, arbitration has been successfully practiced by this chamber since the earliest days of American independence.

And herein lies the great field of usefulness for recognized trade bodies and business men's organizations throughout the world. Such bodies should create facilities for the efficient administration of arbitration machinery. There can be no dispute arising out of a contract between honorable business men which can not be equitably, quickly, and inexpensively settled by arbitration. This would relieve court calendars and limit the activities of courts in commercial matters to cases which are beyond the pale of arbitration. The universal adoption of arbitration would mean the emancipation of business from law slavery and the emancipation of the legal profession from technical drudgery in contract disputes. It is the enfranchisement of business in the administration of its own affairs.

FEED WONDERFAT SHIPPING FEED

A PROFIT MAKER



It is a pure, clean feed especially made for live car shippers—consists of only those materials which will be most productive in building up the poultry—absolutely uniform in blending—highly palatable—so carefully ground that it is easily digested.

Easy to prepare for feeding—quick in results—a profit maker.

Wonderfat Station feed is made especially for station feeding—in producing and developing the highest grade of dressed poultry—*also* a money maker.

Write Mill Nearest You for Complete Information and Prices

Arcady Farms Milling Company
208 S. La Salle St., Chicago

Golden Grain Milling Company
East St. Louis Ill.

Clover Leaf Milling Company
Ontario St. and Cloverdale Rd., Buffalo, N. Y.

Triangle Milling Company
No. Kansas City, Mo.

A Much Condemned Middleman—The Poultry and Egg Commission Merchant

By *Everett F. Murphy*

So much has been said in the past in the way of condemning the middle-men and the spread in prices between producers and consumers that the writer felt it was worth while to make an investigation along the lines pertaining particularly to the poultry and egg business, inasmuch as he is engaged in that phase of the work representing producers.

It was surprising to learn that the largest spread between any two of the interested classes came between the retailer and consumer.

The added cost between the retailer and the consumer seems to deserve more careful study on account of the fact that it is quite large and affects the quantity of products consumed because of the relatively high price to the ultimate consumer. About this, however, we are not so much concerned, as we are nearer our own doors on the farm—we have a little problem there since the local country buyers do not pay on the basis of quality and since there has been such a large spread between prices paid on farms and those at terminal markets and this is now being cared for by cooperative marketing.

The Commission Merchant

Since the commission merchant has been so much criticized and because he is the next step in marketing after the produce leaves the farms when it reaches the terminal market, producers have a right to be interested in whether or not the commission merchant performs service that is worth the price.

We will admit that the moral code of ethics of different individuals varies no matter what business is taken into consideration. The same is true with commission men and the same is true with producers, retailers, etc. We shall speak here only of those whose moral code of ethics is the best—those are the ones with whom we do business.

The question is this—do these people—these commission men who deal in poultry and eggs, render a needed service that is worth the money?

Our producers have sent many, many shipments to Chicago and to New York and sold them through the aid of reliable commission men. We know who these reliable ones are for we have made our survey.

When a producer sends a shipment of poultry or eggs to a reliable commission firm, he has the satisfaction of being sure, that no matter what the market is in the way of supply and demand that his stuff will not come back but will be properly taken care of. He is dead certain of receiving a price based entirely upon the grade his product represents. He is sure of receiving the highest price which can be obtained for his produce on a competitive market. One might say that there is no competition among reliable commission men. I do happen to know from actual experience that there is the very keenest kind of competition, in Chicago for example, between reliable commission firms.

The commission man is responsible—he assumes the responsibility of the shipper's poultry and eggs on arrival at his place of business. The producer does not have to worry any more. The check comes back without delay and a statement showing the quantity, weight and the price his produce brought, based on quality, the market

prices prevailing that day on that grade, the express charges, the commission, and net returns. There are no "ifs" and "ands" about it. It is all down in black and white.

Our experience thus far has been that we have received a premium over the top terminal market quotations for every single shipment of poultry and eggs with two exceptions and those two shipments sold at the top.

I have before me a statement from one reliable firm which shows that a shipment of springs brought $2\frac{1}{2}\text{c}$ premium on the terminal market. For all the services rendered by this commission firm, it cost about 1c a pound—(Five Per Cent).

It's worth the 5% not to have to worry about the poultry after it leaves our hands!

The foregoing is talking about small business. The following will show how the bigger business is handled by the so-called "middle-men."

It is part of the duty of a commission man to keep his shippers posted as to the market conditions free of expense to them; to send them tags, rubber stamps or stencils for marking or tagging shipments. He pays freight charges or express charges on goods consigned to him and while, according to law, he does not have to pay for goods sold for shippers account, until he actually has the money from the buyer, yet in every day practice the shipper is paid as soon as the goods are sold if he is dealing with the right kind of a house.

Should the buyer fail, the commission man assumes the loss although legally he is not compelled to do so.

Large shippers generally require accommodation in the way of money advanced on bills of lading and it is a common practice for commission merchants to pay in the neighborhood of 75 or 80 per cent of value of the goods, such as Butter, Eggs, Dressed Poultry, Live Poultry in carlots, etc., and the original bill of lading is attached to the draft.

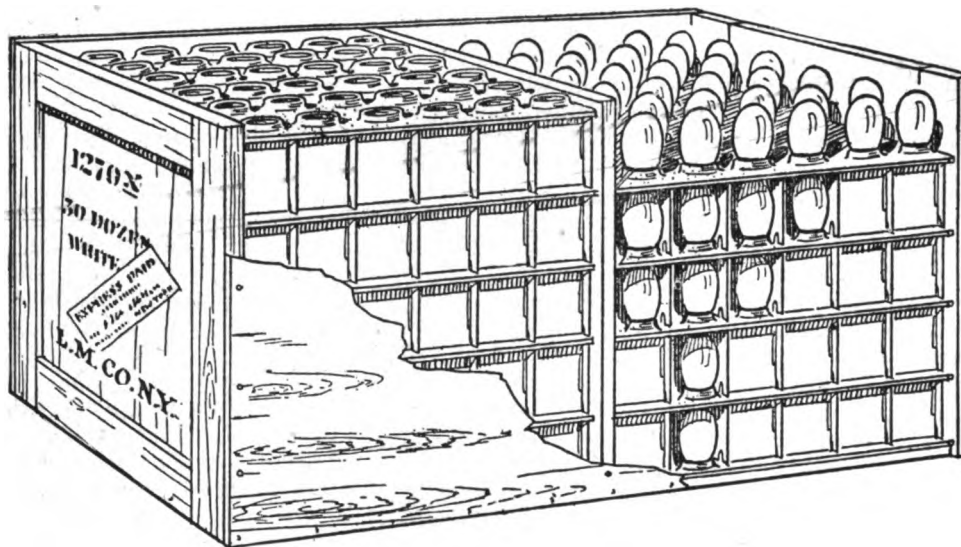
In order to keep fully in touch with the changes in the market, the commission merchant in Butter, Eggs, Poultry and the like, must have memberships in the local Produce Exchanges and take out memberships for some of his head men all of which is an expense to him but enables him to render better service to his customers.

In the handling of Butter he must have a refrigerated salesroom, clean, well lighted and, in addition to the head salesman, he needs a corp of assistants all of whom command good wages. A supply of tubs and liners must be kept on hand to replace any that are damaged when the shipment comes in; there must also be triers for use in inspecting the butter and a telephone in the salesman's office so that he may always be in touch with the main office and with outside customers.

In the Egg Department, in addition to the head salesman, there are one or more inspectors and at times there are as many as four to inspect eggs on track, in storage, or at the railroad depots and they must be thoroughly experienced, as it is on the inspectors' reports that the commission man forms his estimate of the character of the eggs that do not come to the store. The commission firm must have a supply of egg cases, flats, fillers and excelsior to replace damaged ones, either in the house or on track.

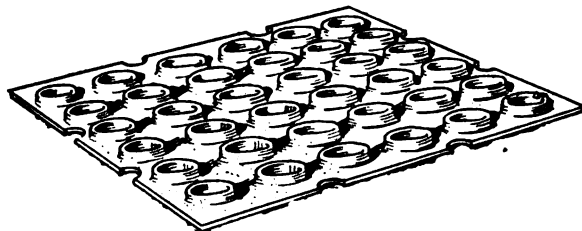
The "HOLED-TITE" EGG PACKING

*A Standard
Packing in the
Standard Case*



Advantages of the "Holed-Tite" Cushion Flat

1. The cushioning rings prevent checking and breaking in packing.
2. Simpler and quicker to use—only two kinds of packing material—"Holed-Tite Cushion Flats" and standard honey-comb fillers.
3. By preventing breakage in transportation, damage claims are avoided.
4. Less bulk and weight—saves freight cost on packing material.
5. Insurance can be obtained against loss by breakage.
6. Packing is uniform and cleanly, well ventilated and fool-proof.
7. When fillers are removed the eggs stand on end on the rings and cannot jumble together and crack.
8. Rapid and easy examination—layer easily taken out intact on "Holed-Tite" Flats—eggs fully exposed and can be counted at a glance. Fillers can be quickly replaced without touching the eggs thus reducing cost of reconditioning.



There are thirty-six cup shaped moulded rings on the upper side of flat which prevent breakage in packing and rehandling.

The filler is automatically locked without being permanently attached to the flat—the filler cannot shift, therefore the filler ends are absolutely protected.

Eggs of all sizes are protected.

IN NO RESPECT DOES THE "HOLED-TITE" PACKING CHANGE THE USUAL MANNER OF PACKING, UNPACKING OR HANDLING.

The "Holed-Tite" Flat is simply a modification of the ordinary flat.

The packing consists of the usual honey-comb filler with "Holed-Tite" Flats—no other flats, pads, mats or excelsior are used.

"Holed-Tite" Flats are light, elastic, clean, durable and fool-proof. In shipping, they are nested. The 16 "Holed-Tite" Flats used in packing a case are less bulky and with standard fillers weigh from 3-4 to 1 lb. less than the packing material ordinarily used.

Tests

Severe official shipping and other tests have proven conclusively that eggs placed in the "Holed-Tite" packing can be safely transported without damage. Official tests were made under the supervision of U. S. Department of Agriculture; New York State Division of Foods and Markets; American Railway Express and New York Central Railroad Company.

Endorsements

The "Holed Tite" egg case packing has received unqualified endorsements from the members of the Egg Committees of the Chicago and New York Mercantile Exchanges, also from prominent wholesale egg dealers, packers, storage men, and by many shippers.

The "Holed-Tite" Patents

A fourth patent was issued on September twelfth, 1922, which in connection with the three patents previously granted fully and in every detail covers the form of the "Holed-Tite" Flats, the method of using them, also the making of them.

The "Holed-Tite" Egg Packing Corporation is determined to defend and maintain its patent rights against any and all imitators—the patents granted are—No. 1,378,469, May 17, 1921; No. 1,378,685, May 17, 1921; No. 1,413,047, April 8, 1922; No. 1,429,207, September 12, 1922. Foreign patents also have been granted.

*The "Holed-Tite" Egg Packing Corporation
is now prepared to accept orders for
"Holed-Tite Cushion Flats" for delivery
within a reasonable time.*

"See our exhibit on the Mezzanine floor at the National Convention"

THE "HOLED-TITE" EGG PACKING CORPORATION

LEON MANN, President

752 Broadway

New York City

In the Poultry Department if one handles carlots, it requires, in addition to a head salesman, an expert man to look after the weighing out of cars at the various platforms, besides floormen to carry express shipments in and out, as is also the case in the Egg Department, but the greatest expense in the handling of poultry is in connection with coops, of which carlot handlers must always have a supply of from five hundred to a thousand empty crates so that the poultry may be placed in same and delivered to the customers, who afterwards return the coops when they are through with them. Around the holidays it is not at all unusual to have out a thousand, or more, coops. The shipper does not pay for the use of the coops. That is a part of the expense of doing business.

On top of all this there are telephones to be paid for, bookkeepers, stenographers, cashiers, office boys—all of which make the overhead expense of the commission house very heavy and as the profit, per unit, is small, the volume of business must necessarily be large.

Besides sending out circular letters and telegrams there is a certain amount of advertising in trade papers which must be done on account of competition.

The commission merchant must keep his name before the people in the business, both buyers and sellers. What is of vast importance to the producer, is the fact that the commission merchant always has a ready customer.

ALL FOR 5%! IS IT WORTH IT?

Now don't get the idea that his profit is 5%. No! His profit is after his expenses are paid out of the 5%!

Missouri Egg Grades

State Marketing Commissioner Defines Grade for Producers—Includes Hints to Producers and Dealers

The following grades of eggs are being tentatively used by The Missouri State Marketing Bureau in its statewide standardization program:

EXTRA GRADE—Weight, 24 ounces per dozen or over. Shell—Strong, sound, free from stain. Air space—Very small, not over three-eighths inch measured from top of shell to the membrane. Yolk—Slightly visible, slow moving, no germ growth. White—Firm and clear. Color—Must be white or brown.

NO. 1 GRADE—Weight, under 24 ounces to 22 ounces per dozen. Shell—Sound, free from stain. Air space—Small, not over one-half inch. Yolk—Visible, free moving. May have slight germ growth. White—Reasonable firm and clear. Color—May be white or brown.

NO. 2 GRADE—Shell—Sound, clean. Air space—May be fairly large. Yolk—Movable, may be heavy, show heat or germ growth, but no blood. White—May be thin and watery.

DIRTIES—Shell—Sound, soiled, stained or covered with foreign material. Air cell—Small to large. Yolk—Dimly visible to heavy. White—Firm to watery but no blood.

CHECKS AND CRACKS—Any edible egg with checked or cracked shell not leaking.

ROTS—All eggs unfit for human food—include black rots, white rots, red rots, green rots, musty, sour and addled eggs, mouldy and blood rings.

To dealers and producers the following observations

are made: Profits would be greater if producers and dealers would:

- 1—Buy eggs on a quality, graded basis.
- 2—Candle carefully.
- 3—Pack carefully in new cases, using new fillers and flats of standard weight.
- 4—Put eggs in a chill room to maintain favorable temperature for holding until shipped.
- 5—Handle carefully to avoid breakage.
- 6—Ship often to prevent staleness.
- 7—Load properly to avoid damage.
- 8—Sell at home the following kinds:
 - a.—Large hatch spots.
 - b.—Heavily shrunk eggs.
 - c.—Settled yolks.
 - d.—Cracked eggs.
 - e.—Leaking eggs.

The Bureau also cautions against the selling or shipping in interstate commerce of the following kinds:

- 1—Black rots.
- 2—Mixed rots—white rots or addled eggs.
- 3—Blood rings.
- 4—Stick yolks.
- 5—Moldy eggs.
- 6—Eggs with bloody whites.
- 7—Eggs containing chicks.
- 8—Any egg unfit for food.

W. M. O'KEEFE DANGEROUSLY ILL

Assistant Executive Secretary on Bed of Pain

Members of the National Poultry, Butter and Egg Association, who have come in personal contact with "Bill," will be grieved to learn that he has not yet reached that stage where his physicians may say that he is convalescing.

For a number of weeks prior to September 15, "Bill" complained of not "feeling well." No improvement was noted in his condition, but on the other hand a slow, consuming fever developed which his physician could not control—this indicated infection; observation in a hospital, under the trained eye of a nurse, became necessary. On the morning of Saturday, September 16th, with a high burning fever, he was taken to the Wesley Hospital, where he was placed under the constant observation of his physician and trained nurses. On Thursday, September 21st, the physician determined that his condition was due to infections of the right kidney and the appendix and this indicated immediate operations, which were performed forthwith.

The operation disclosed the infections and up until Sunday, September 24th, his life hung in the balance. On this date the physicians stated that if "Bill" could be induced to eat, that he believed "he would make the grade."

Two curly-headed little kids can induce a sick father to do most anything and "Bill" ate a small portion of ice cream. Monday he took frequent swallows of malted milk, and small quantities of malted milk at frequent intervals since then has been his diet.

Today, September 30th, we will induce "Bill," under the instructions of his physician, to eat an egg.

Up to the moment "Bill" has had the best medical and surgical care and attention that a great city affords and here in the Executive Offices we are all hoping and praying that "Bill" will "make the grade."

Add your hopes and prayers to ours.

It is hoping and asking almost too much to expect to see "Bill" at the convention.

FOR BIGGER GAINS

Douglas Corn Oil Cake Meal

Made from pure corn germs by wet milling, it is high in nutritive value,—embryo proteins and fat. It will absorb about four times its own volume of water or buttermilk and make a thick mash. Just the thing for best results in

CRATE FATTENING.

The Field Station of the United States Department of Agriculture at Indianapolis, Indiana, found a ration of

15 percent	Corn Meal
75 "	Butter Milk
10 "	Corn Oil Cake Meal, (Corn Germ Meal)

1.62 percent efficient as compared to 1.00 percent efficiency with a ration of

40 percent	Corn Meal
60 "	Buttermilk.

The ration containing Corn Oil Cake Meal was the most efficient of the twelve suggested in the pamphlet published by this Field Station. It produced a pound of gain in live weight from 2.18 lbs. of grain, or from 8.72 lbs. of the ration.

Here is a feed produced in the heart of the corn belt, a rich corn germ feed that will enable you, Mr. Poultry Fattener, to make bigger gains and greater profits. Only a small quantity of these clean, pure germs from a bushel of corn.

Mix it with other ingredients or add it to any ready ration when it does not already contain it, to get greater absorption of buttermilk and biggest gains.

Write or wire for delivered prices, stating quantity desired.

Feed Department
PENICK & FORD, Ltd., Inc.
CEDAR RAPIDS, IOWA



Would Compel the Use of Certain Packages

W. Harry Davis, President, National Association of Case and Filler Manufacturers, Expresses His Views

At a meeting of the National Association of Egg Case and Filler Manufacturers, held on June 28, W. Harry Davis, president of the association, made the following address, which should be read by every shipper. In view of the activities of the National Poultry, Butter and Egg Association along the lines indicated, the address is of more than passing interest.

Said Mr. Davis:

"I do not think that we as a manufacturers association want to be in the position of that historical general who with his army marched up the hill and then marched down again; and in my judgment, that is the situation we are facing.

"Undoubtedly, the railroads, the inspection bureaus, and the Bureau of Prevention of Loss and Damage, of the American Railway Association, have accomplished wonders in the way of claim reductions in the lines in which our craft is interested, and our hand goes out to them for continued results in the future, as it has in the past. They came to us several years ago, and asked us to take up certain matters looking to the betterment of our packages. We met them squarely and fairly in every instance, acceded to their every request, and have done all that we could to bring about the desired results. We have spared neither time, money, experience, nor effort in our laboratory tests to find the best package for the purpose intended. Now, when we have secured those findings, and they are established and accepted, why should classifications remain in force or go into effect, which say that they 'may be' utilized? The filler group have increased the weight of their fillers, the case group have stood ready to carry out everything that it was necessary to do to secure as nearly as possible perfectly balanced construction that would under normal handling conditions, and with reasonable cost of original package, carry its contents safely to the ultimate consumer. The case manufacturers found that the principal fault with their part of the package was in assembling it. They have spared no effort in a campaign of education to correct this evil. Now, we are confronted with the proposition that after our findings are made and proven, we are to step back and accept a rule which says: 'You may use them.' Gentleman, I don't think it is fair to our Association that our product be left subject to constant attack, nor to the great consuming public, on whom the burden of avoidable loss must ultimately fall. I do not believe that the carriers can expect co-operation from manufacturers if they ignore carefully worked out findings.

"If six excelsior pads to each case show the best results, then why not use them, at least until such time as a cheaper and more effective method is found? Why use an inferior method of tying the load, as long as the pads are procurable at a cost to the public far less than the loss sustained by using a substitute? The manufacturers of egg cases, fillers and pads are not in position to police and enforce the use of even a proven package, but they do want to help the user of that package and the transportation companies to eliminate waste in so far as possible.

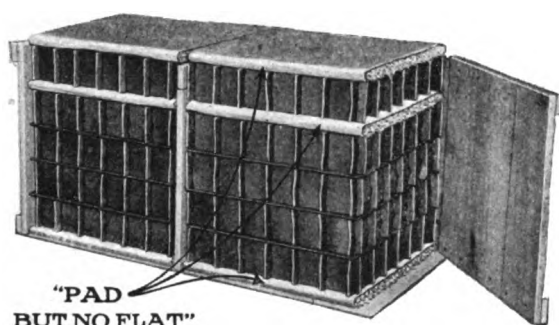
"Gentlemen, there is no legitimate excuse for wasting a food product. If we have found a way to prevent it at least partially, why should we stand back and say: 'You may avail yourselves of the remedy?' There are millions of innocent consumers who, on account of avoidable losses in eggs—the food of those who toil—must pay out of their daily wage, for these losses. Are we justified in continuing that when we know of at least a minimizing remedy available at a reasonable cost?

"The manufacturers have spent three or four thousand dollars to find out their share of the best way. We have marched up the hill, and I fear we are ready to march down again. Yes, and we shall march down again unless this matter is put in such shape that the transportation companies insist that certain methods be carried out, and exercise their police powers in enforcing them.

"It is all right to say that 'you may use' an improved package. But why the 'may?' Should shippers and concentrators who have spent thousands of dollars in building up a business, and the shipment of whose product does not result in claims amounting to one-tenth of one per cent of the revenue paid to the carriers on the average, be penalized by rates presumably based in part at least on account of the risk and heavy damage claims, and a stigma placed on their business by reason of the slipshod manner in which twenty per cent of the entire volume is packed by careless and incompetent shippers? I do not think that any reasonable man would claim that they should. Then why not promulgate a rule—a shipping law, if you please—detailing the best proved method of packing, fastening, tying the load, for the benefit of all concerned? It is the commonest principle of law that a portion of society must be compelled to do the right thing in order that the rest may not suffer from their acts. Is there any good reason that can be given why we should not use the best methods, always bearing in mind that the cost of the saving must not be greater than the value of the goods saved? The manufacturers of the package have, I believe, done their part in proving that their package and the recommended methods of its use will bring about the best results. The leading packers of the country are in hearty accord with these findings, and are at present carrying out these recommendations. There is nothing new, radical or startling about them, neither do they impose a heavy burden upon the shipper. They are only what is accepted as the best proven shipping practices. Why should the transportation authorities hesitate to place in effect and force a rule which is so obviously for the benefit of the greatest number? Unless they are willing at this time to look beyond the petty jealousies engendered by local conditions, and do their share by insisting on the use of a proven package, they must accept their part of the charge of an increasing avoidable burden of food costs to the many. I repeat that the manufacturers have gone as far as they can in this work.

"I thank you, gentlemen, for your courteous attention."

Why Not Profit —from the Experience of Others?



During the past season, claims for damage to eggs in transit, were reduced to a minimum heretofore thought impossible.

No single factor contributed more to this result than the **Improved Excelsior Egg Case Pads**

Use New Standard Cases, New Standard Honeycomb Fillers and Six **Improved Excelsior for Pads** placed as shown in cut. This method of packing is approved and recommended by the carriers.

EXCELSIOR WRAPPER CO.

Manufacturers

Grand Rapids, Mich.
Sheboygan, Wis.

Chicago Office:
224 W. Kinzie Street

Chinese Egg Exports

Department of Commerce Reports on Conditions

Charles A. Robertson, of the American Consulate at Shanghai, has investigated conditions in China and in report to Secretary Hoover, which bears the approval of Edwin S. Cunningham, American Consul-General, says: "With a return to comparatively normal conditions, the demand still continues, which would indicate that Chinese eggs and egg products have made good in those countries to which they were exported."

Mr. Robertson's report, which was loaned to the National Poultry, Butter and Egg Association, follows:

Eggs, fresh and preserved, and egg products play a considerable part in the articles of export from China to different countries throughout the world. The increase in the export of these articles has been constantly growing since 1913, just before the war, up to the present time. Today, with the demand for these products more nearly normal than at any previous time since the great war, the statistics in regard to these articles show an increased demand for same. Of course, during the war, the abnormal demand for these products was largely accounted for by the fact that a great many of the countries engaged in the war were producing greatly lessened quantities of these products due to obvious reasons. Therefore the shortage of supplies in these countries had to be made good by importation from other countries, and in this respect China had a great advantage over many other countries, due principally to the cheap labor supply and cheaper prices for the eggs and egg products. However, with a return to comparatively normal conditions, the demand still continues, which would indicate that Chinese eggs and egg products have made good in those countries to which they were exported.

Fresh eggs have been exported from China to nearby countries for a considerable length of time, but it is only in recent years that they have been exported in any considerable quantities to Great Britain and the United States.

Frozen eggs appear for the first time in the Chinese Maritime Customs statistics for the year 1914, although they may possibly have been exported before this, but not in sufficient quantities to entitle them to separate classification in the customs returns.

During the war a great trade in the export of Fresh eggs, particularly to Great Britain, grew up, and the profits are reported to have been so great that the exporters did not even trouble to insure the cargo, as they could easily afford to suffer the loss of an occasional shipment. Only recently a news item appeared in the local foreign press to the effect that fresh Chinese eggs had been seen on the New York market, comments being made on the fact that they were smaller in size than the domestic egg and that the shell was a slightly thicker one.

Egg yolk and albumen is procurable practically all the year around, but the manufacturing seasons are March—June and September—January. The two intervals are July and August when the weather is excessively hot and damp, and February when the Chinese New Year holidays interfere with this trade, in common with all others. March-June naturally offers the best market, for it is then that eggs are plentiful, cheap and of the best quality. The local price of Fresh eggs in the market is approximately twelve cents gold a dozen at the present time. Eggs are dealt with in China by weight and by piece. The former method has many obvious advantages to the purchaser on account of the natural tendency of the seller to hold back large sized eggs, but since the war there has been a general tendency to sell only by the thousand, i. e., so much per thousand by specified weights, say 110 pounds. During the spring and fall seasons, the eggs are collected in the smaller market towns daily, and are there bought and offered in the larger towns twice a week. In some provinces, practically $\frac{3}{4}$ of the whole lay is marketed, the value of the eggs as a source of ready money far outweighing any consideration of their value as food. Chinese eggs are somewhat smaller in size than the American egg, with a slightly thicker shell.

One would naturally think, judging from the statistics included in this report, that the potentialities in this market would be practically unlimited for the sale of patent henhouse, patent hen foods, incubators, and other similar articles. Such is not the case, however. The main reason for this is the comparative poverty of the people engaged in the business of raising eggs, the majority of them owning only a few hens each. The remarks made above in regard to the value of the eggs as a source of ready money may fitly be taken into consideration in this connection.

Much might be written in regard to the future of the egg products industry, but is believed that the following, taken from the British Chamber of Commerce Journal for April, 1922, will give a good summary concerning this subject:

"These various changes (referring to various changes in the regulations by different countries regarding percentage of boric acid and similar subjects) do not appear greatly to have affected the volume of business as the figures given below illustrate. (Not given here as unnecessary for this purpose.) An examination of them shows that since 1914 Great Britain has been the largest purchaser of egg products and Japan the largest buyer of fresh, preserved and frozen eggs. German interest in the trade appears to be reviving, while American's stringent regulations do not appear to have affected her importations. Of the future business (is it) it is difficult, in these circumstances to speak. The opinion of foreign exporters seems to be that the new Board of Trade regulations will not affect the business, but should the Chinese view prove correct, the outlook will be doubtful. (Referring to the regulations by the Board of Trade in Great Britain limiting the percentage of boric acid in egg yolk imported into the United Kingdom from China to $1\frac{1}{2}\%$.) In any case, the business is by no means an easy one and the tendency will not improbably be for it to become restricted to a few specialists."

In conjunction with the above, it may be stated that when in 1917 the American Government declared that no egg products containing any trace of zinc could be imported into the United States the imports fell from 20,605,466 pounds in 1917 to 6,446,800 lbs., in 1918, but in 1919 rose almost as high as ever, and in 1920 amounted to 15,589,000 pounds.

In connection with the tables which are part of this report, attention should be called to the fact that as Hongkong is largely a port of transshipment, the greater part of the eggs and egg products shipped to that port is ultimately shipped to other countries for consumption and use, including, of course, the United States.

In giving the valuation of the different egg products, the totals have been given also in Haikuan Taels, as, on account of the ever fluctuating value of silver, these figures possibly give a better index of the percentage of increase in value than do the statistics in the United States Currency, which have been converted from Haikuan Taels at widely varying rates for the years under consideration, namely:

1913—One Haikuan Tael equals.....\$0.7415
1914—One Haikuan Tael equals..... .67
1920—One Haikuan Tael equals..... 1.23

Exports of eggs, fresh and preserved, in 1913, amounted to the following, giving the original port of export and the principal countries to which exported:

Exported From	Quantities Pieces	Value U. S. \$	Total in Haikuan Taels
Manchouli	17,396,933	116,098	
Harbin	48,440,538	359,177	
Tientsin	74,646,520	416,245	
Kiaochow	27,056,000	132,410	
Hankow	26,888,194	111,053	
Shanghai	108,242,461	500,388	
Swatow	28,558,370	175,283	
Canton	33,341,840	206,266	
Kiungchow	10,353,100	50,019	
All others	44,943,184	292,086	
Totals	419,867,140	2,359,050	3,181,457

FUL-O-PEP

Fattening FEED

The Great White Flesh Maker

Produces More Lbs. of Meat at Less Cost Than Any Other Feed

Actual feeding tests as well as the results obtained by many market poultry raisers proves conclusively that Ful-O-Pep Fattening Feed when fed the Ful-O-Pep Way, makes more profit for the feeder than any other formula.

Ful-O-Pep Fattening Feed is not a "hit or miss" mixture of grains,—it is the result of scientific feeding knowledge applied to making fattening feed. Made with an Oatmeal base and scientifically blended with other White Flesh producing ground grains it is unsurpassed as a meat producer.

Write for Prices and Full Particulars of This Better Economical Feed

Fill out and mail coupon today and learn how you can increase your profits with Ful-O-Pep Fattening Feed. Learn, too, how we are cooperating with you, in our advertising to increase the production of better market poultry. Don't delay—fill out and mail coupon today.

The Quaker Oats Company

Poultry Feed Dept. N. B.

Address, Chicago, U. S. A.



Fill Out
and Mail
Coupon
NOW

The Quaker Oats Company,
Poultry Feed Dept. N. B., Chicago, Ill.

Gentleman:—

Please send me full particulars and prices on your
Ful-O-Pep Fattening Feeds.

NAME.....

TOWN.....

STATE.....

Exported To	Quantities Pieces	Value U. S. \$
Hongkong	99,733,415	592,476
Singapore Straits, etc.....	21,403,335	126,571
Russia	106,282,130	703,140
Japan	121,353,355	567,445
United States (Inc. Hawaii).	2,186,020	9,722

Exports of egg albumen and yolk in 1913 amounted to the following, giving the original port of export and the principal countries to which exported:

Exported From	Quantities Pounds	Value U. S. \$	Total in Haikuan Tael
Tientsin	702,266	34,374	
Kiaochow	1,452,133	428,124	
Hankow	10,178,800	784,931	
Chinkiang	1,786,933	197,656	
Shanghai	6,949,600	645,064	
All others	464,400	46,806	
Totals	21,534,132	2,137,955	2,883,284

Exported To	Quantities Pounds	Value U. S. \$
Great Britain	660,266	55,006
Germany	11,294,533	1,153,242
Belgium	3,121,066	282,886
France	3,249,866	305,524
United States (Inc. Hawaii).	1,220,000	261,459

Exports of frozen eggs in 1914 amounted to the following, giving the original port of export and the principal countries to which exported:

Exported From	Quantities Pounds	Value U. S. \$	Value in Haikuan Tael
Hankow	12,292,133	488,583	
Hankang	10,767,733	458,242	
Totals	23,059,866	946,825	1,413,172

Exported To	Quantities Pounds	Value U. S. \$
Great Britain	20,812,000	857,479
Canada	816,933	32,468

Exports of eggs, fresh and preserved, in 1920, amounted to the following, giving the original port of export and the principal countries to which exported:

Exported From	Quantities Pieces	Value U. S. \$	Value in Haikuan Tael
Sansing	294,000	3,870	
Manchouli	210,000	3,616	
Suifenho	7,553,000	182,783	
Lunghingtsun	108,000	624	
Antung	412,000	5,505	
Dairen	113,000	1,109	
Newchang	1,730,000	6,458	
Tientsin	206,403,000	1,778,206	
Kiaochow	62,966,000	774,482	
Hankow	35,538,000	256,152	
Wuhu	30,774,000	305,676	
Nanking	47,198,000	406,375	
Shanghai	218,685,000	1,908,518	
Swatow	46,059,000	430,483	
Canton	18,643,000	217,086	
Kowloon	12,445,000	143,949	
All others	35,783,000	483,214	
Totals	723,802,000	6,794,224	5,523,759

Exported To	Quantities Pieces	Value U. S. \$
Hongkong	95,798,000	963,933
Macao	11,975,000	142,561
Great Britain	84,577,000	762,589
Japan	418,165,000	3,828,770
Russia	13,886,000	251,374
United States (Inc. Hawaii).	11,308,000	96,939

Exports of egg albumen and yolk, in 1920, amounted to the following, giving the original port of export and the principal countries to which exported:

Exported From	Quantities Pounds	Value U. S. \$	Value in Haikuan Tael
Suifenho	3,238,666	519,537	
Tientsin	3,789,433	1,070,517	
Hankow	11,626,000	3,426,960	
Shanghai	33,515,066	8,266,877	
Nanking	1,330,533	434,481	
Chinkiang	840,266	191,597	
Kiaochow	747,600	264,418	
Wuhu	267	128	
Totals*	55,087,831	14,224,516	11,564,647

Exported To	Quantities Pounds	Value U. S. \$
Great Britain	28,858,466	6,959,944
Germany	1,452,800	363,082
Netherlands	1,522,255	460,479
Belgium	1,057,200	208,614
France	2,156,666	587,628
Russia-Pacific Ports	3,255,466	524,768
United States (Inc. Hawaii).	15,570,000	4,892,042

Exports of frozen eggs in 1920 amounted to the following, giving the original port of export and the principal countries to which exported:

Exported From	Quantities Pounds	Value U. S. \$	Value in Haikuan Tael
Hankow	18,685,866	2,563,088	
Nanking	24,256,933	2,848,265	
Shanghai	3,886,800	695,949	
Totals	46,829,599	6,107,302	4,965,286

Exported To	Quantities Pounds	Value U. S. \$
Great Britain	39,081,066	4,912,160
United States (Inc. Hawaii).	3,934,000	665,044

SUMMARY FOR TOTAL OF EXPORTS OF EGGS AND EGG PRODUCTS

Eggs, Fresh and Preserved

			Haikuan Tael
1913—419,867,140	pieces	\$ 2,359,050	3,181,457
1920—7,380,200	pieces	6,794,224	5,523,759
Inc.—303,934,860	pieces	4,435,174	2,342,302

Egg Albumen and Yolk

			Haikuan Tael
1913—21,534,132	pounds	\$ 2,137,955	2,883,284
1920—55,087,831	pounds	14,224,516	11,564,647
Inc.—33,553,699	pounds	12,086,561	8,681,363

Eggs, Frozen

			Haikuan Tael
1914—23,059,866	pounds	\$ 946,825	1,413,172
1920—46,829,599	pounds	6,107,302	4,965,286
Inc.—23,769,733	pounds	5,160,477	3,552,114

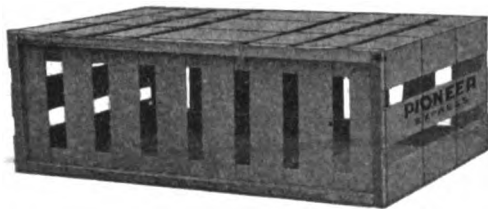
FIRE

Plant of Bloomington Produce Company Practically Destroyed

Fire practically destroyed the plant of the Bloomington Produce Company, Bloomington, Illinois, of which H. B. Patton, Chairman of the Live Poultry Committee of the National Poultry, Butter and Egg Association is Manager. While the losses are fairly well covered with insurance, the fire has practically destroyed the business organization. Mr. Patton advises that he will not be able to do any dressing until about November 1st. Rebuilding will commence at once.

The credit and financial responsibility of the company is unimpaired and the business will be continued on a larger scale than in the past.

The Pioneer Express



PIONEER
MADE IN U.S.A.
GENERAL BOX COMPANY

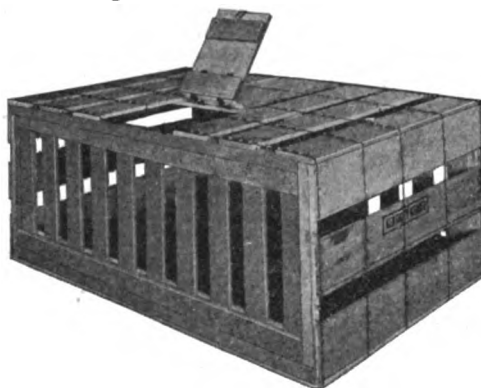
The Pioneer Express is the lightest poultry crate on the market that will "deliver the goods" safely. It weighs only fourteen and one-half pounds and is Pioneer Quality through and through.

Made of tough veneer by careful workmen, well balanced and reinforced by strong steel wires, the Pioneer Express will continue to carry chickens safely for many trips.

Low in price, it will compete in service with many more expensive crates.

The Kentucky Kernel

KENTUCKY KERNEL
MADE IN U.S.A.
GENERAL BOX COMPANY



The Kentucky Kernel is the aristocrat of all poultry crates. Note its unusually strong construction, its sturdy reinforcement with steel wires of great tensile strength, its finished appearance. Into Kentucky Kernels are built years of usefulness.

You cannot go wrong in buying Kentucky Kernels. Their slightly higher first cost is more than offset by the added years of service — the greater number of trips that are built into them.

Deliveries

We can supply you from sixteen plants located in the timber growing sections of the South or from convenient points throughout the Northern States. Especially in these times of car shortage, embargoes and freight congestion you will find our delivery service can be relied on. If we cannot ship from one plant we can from another. Write us for information regarding prices and deliveries. Address: Department P-10.

GENERAL BOX COMPANY

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A Fallacy in Principle

Official agencies of New York City and State are now taking active steps to enforce the law requiring cold storage eggs to be represented as such when sold. There can, of course, be no reasonable objection to this. Law is law and all good citizens must approve enforcement. Laws that have no foundation in ethics and which for that reason do not command general respect are difficult of enforcement and often lead to injustice. But a bad law is best so proven by enforcement.

In our opinion the law requiring cold stored eggs to be sold only under such a designation is unwise and harmful to the public interest. This is because the fact of cold storage or non-cold storage is no indication of quality while in the popular conception cold storage eggs are generally regarded as inferior. Really there is as much difference in the quality of eggs that are not required to be sold as cold storage as there is in those that must be so branded. The law cannot be founded upon any idea of safe-guarding the public health, for it is a well known and proven fact that the wholesomeness of eggs is not unfavorably affected by keeping them in a temperature most favorable to their preservation. The purpose of the law is probably to make a distinction based upon cost and to prevent egg dealers from getting large profits upon the sale of eggs put away when they are relatively cheap and sold when fresh eggs become scarce. But this ability would be much less if there were no law on the subject, for competition would then regulate profits, the fluctuations in value from season to season would be less extreme and producers would get a better price for their product in the season of greatest yield.

Consumers are concerned only with quality and price. For quality they must depend upon the caterers to their needs, and for price they would doubtless obtain satisfactory eggs in the season of short production at lower cost if the artificial distinction in respect to cold storage were eliminated.

An inevitable result of this distinction is that retail dealers will sell as "cold storage" most of the inferior qualities of fresh gathered eggs. Ethically we consider this practice more reprehensible than to sell good cold stored eggs without any designation as such. Any educational effort to create a popular appreciation of the fact that cold stored eggs may be as good as any and better than most is thwarted by the sale as "cold storage" of inferior qualities, whether cold stored or not.—*New York Produce Review and American Creamery*.

Change in Consignees' Form of Invoice on Canadian Shipments

An important change in the form of invoice required by Canadian Customs, on shipments from the United States to Canada, becomes effective October 1, 1922.

On and after that date, the Canadian Customs will require that Shipper's Invoice indicate the country of manufacture or production, as to all imports, and will require the shipper to certify that each article covered by his invoice is the product of the country specified therein. In addition, whereas Canadian Customs formerly required the American exporter to certify that the fair market value shown on his invoice was not lower than the wholesale price, or lower than the actual cost of production at time and place of shipment plus reasonable profit thereon, that requirement is now removed from the new form of invoice.

Both of these changes are made in forms of invoices M and N, the former covering goods sold by the exporter prior to shipment, and the latter covering goods forwarded on consignment without sale.

The American Railway Express Company has printed new forms M and N to comply with these Customs requirements, and they will be furnished its offices so that transient shippers can be accommodated. It is expected that regular shippers to Canada will provide their own forms. In addition, the new forms are reprinted in fac-simile in Supplement 1 to General Circular 5-B distributed by our Traffic Department.

Wisconsin For Clean Eggs

O. N. Johnson, of the Poultry Division of the University of Wisconsin, has had many complaints from egg buyers concerning the dirty condition in which eggs leave the farm. He says that if producers will observe a few simple rules, top prices may be obtained. He also cautions producers that indifferently handled eggs are a drag on the market.

Mr. Johnson has erected a clean-egg platform consisting of nine planks. Here they are:

- 1—Cover the ground near the entrance to the poultry house with cinders, gravel or straw.
- 2—Sawdust or shavings in the nest keeps the eggs much cleaner than when straw is used.
- 3—Keep the boards in front of the nests clean.
- 4—Keep hens housed when the weather is wet or the ground soft. Gather the eggs when the flock is turned out.
- 5—Have at least one nest for every six hens.
- 6—Provide a "door mat" for the hens by keeping the floor covered with a good litter.
- 7—Keep the dropping boards clean—chicken wire nailed under the roosts will keep the chickens from getting "dirty."
- 8—Store the eggs in a cool, clean, moist place free from odor and mustiness, and
- 9—Avoid handling the eggs unnecessarily.

THE FARM HEN PAYS WELL

By H. M. Eliot of the Michigan Agricultural College

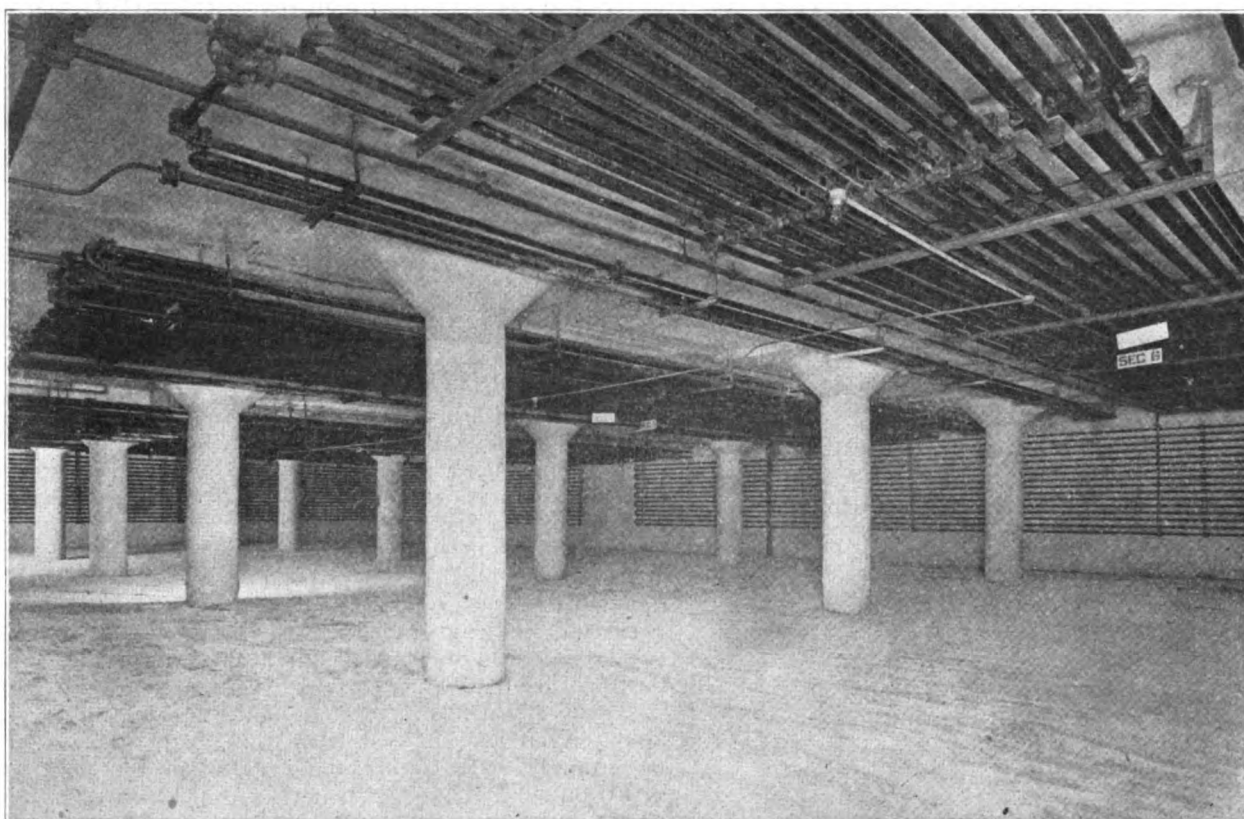
That a farm poultry flock is one of the best paying parts of a farm business is shown by cost and production figures on 39 farms in Lenawee, Jackson and Shiawassee counties for the twelve months ending March 31, 1922. The figures are taken from records carefully kept by the farmers and supervised and summarized by the Farm Management Section of the Experiment Station.

The flocks on these farms averaged a return of \$200.28 above feed and other direct costs. That the figures apply to the ordinary farm flock is shown by the fact that these flocks averaged 118 hens. The average return per hen was \$1.70. Thirteen of the flocks show returns below \$1.50 per hen, seven above \$2.25 per hen, and nineteen fell between the figures.

One of the striking facts of poultry management brought out by the study of these flocks was the effect of protein feeds upon both egg production and net returns per hen.

The average egg production per hen on eleven farms feeding either tankage or skimmed milk was 96.8 eggs per year. On the other hand, the average egg production per hen on the twenty-five farms not feeding either tankage or milk was only 54.8 eggs per year. The net return per hen in the first case was \$2.59 and in the second \$1.28.

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Best Railroad Facilities
Reasonable Rates*

*Low Insurance
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Liberal Advances
A Spirit Of Accommodation*



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G. M. WEAVER,
Vice President and General Manager

EDWIN C. GOTT

N. A. EMMERTZ
Secretary and Treasurer

GENERAL OFFICES—1526 S. State St., Chicago, Ill.

Bring Them In—The Poultry Shippers

Since the middle of September the National Poultry, Butter and Egg Association has spent considerable sums of money and has devoted much time and energy in trying to relieve live poultry shippers from the conditions in which they found themselves, when they discovered their inability to get Live Poultry cars. In checking up a list of live poultry shippers which was recently compiled in the Executive Offices, it was discovered that many shippers are not members of the association. These shippers should become members and shippers who are already members should use their good influences to have them join.

The Membership Committee, which will be appointed at the next annual meeting, should also make efforts to

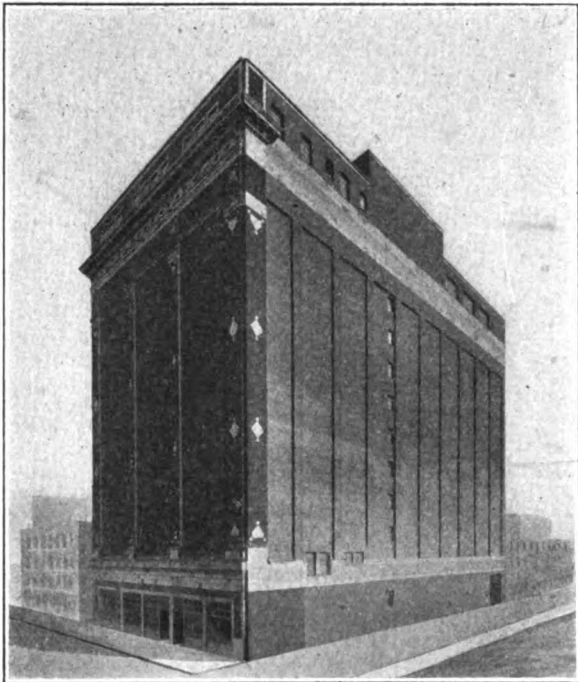
bring these non-members into the association.

As stated before, the National Poultry, Butter and Egg Association has expended time and money for the benefit of the entire poultry shipping industry and while its efforts have not met with that degree of success that was expected, it was successful in a measure. It should be stated also that the "National" did not get into the matter till September 13th and up to that time no headway had been made through other channels. Since then the "National" has made some headway, but not sufficient to brag of.

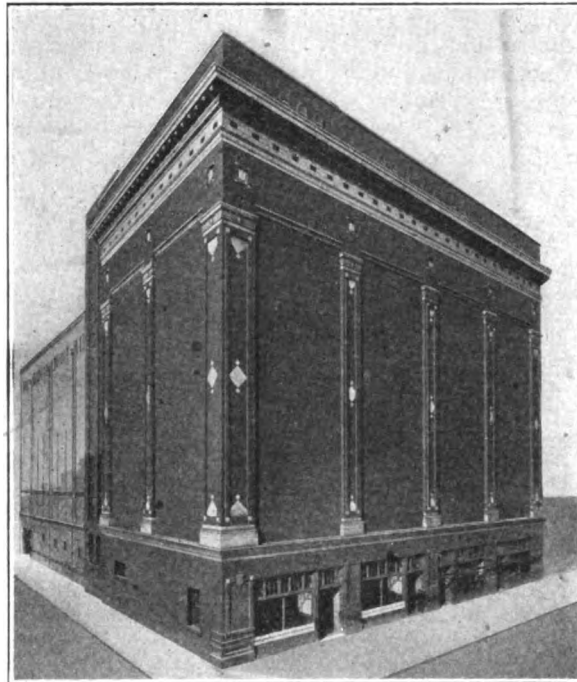
The list referred to is subjoined. Those marked with a star are members—those not marked are not members. Invite the worthy non-members to join.

Alabama		*O. L. Hoese.....Worthington	*Tyndall N. Fosse.....Ridgeway
L. Barker.....Decatur	*Fountain Produce Co.....Frankfort	*Gist-McDowell Poultry & Egg Co....	.....Spencer
Shapiro Bros.....Decatur	Hope Poultry Co.....Hope	*M. J. Goodrich.....Strawberry Point	
Shapiro Bros.....Collman	*Knightstown Produce Co.....Knightstown	Norris Gould Produce Co.....Council Bluffs	
Tennessee Egg Co.....Boaz	*C. J. Lloyd & Co.....Greenburg	W. N. Tuller.....Storm Lake	
Arkansas		Simon Martin.....Lewistown	
Bair Produce Co.....Harrison	McLean Bros.....Shelbyville	*Goodrich & Gallagher, Inc.....Waverly	
J. R. Beyer.....Gentry	Found Produce Co.....Veederburg	Wilson & Co.....Reinbeck	
*Ozark Poultry & Egg Co.....Fayetteville	*Sherman White & Co.....Ft. Wayne	*M. & J. R. Hakes.....Laurens	
*M. L. Price.....Fayetteville	Bogan-Jacques Co.....Lafayette	*Hanford Produce Co.....Sioux City	
United Poultry & Egg Co.....Russellville	Berling & Moltz.....Bluffton	*Hanson Produce Co.....Maquoketa	
Goodwin & Jean.....Blevins	Shannon & Havens.....Bloomington	F. H. Hatch Co.....Edgewood	
Goodwin & Jean.....Searcy	*The D. W. Harris Co.....Cambridge City	Hawkeye Produce Co.....Chariton	
McHenry & Bryan.....Ft. Smith	Frank Bennett.....Columbus	*Independence Prod. Co.....Independence	
D. W. Tobey.....Texarkana	*The Wadley Co.....Columbus	*Independent Produce Co.....Davenport	
United Poultry & Egg Co.....Paris	*D. Braude.....Silver Lake	*Iowa City Produce Co.....Iowa City	
Wallace Produce Co.....Ft. Smith	*Decatur Produce Co.....Decatur	*Iowa Grain & Produce Co.....Burlington	
A. B. Wilkerson.....Green Forest	*E. E. Bogan & Co.....Goodland	*Carl T. Irish.....Montour	
A. B. Wilkerson.....Harrison	*R. L. Ditzler.....Huntington	*Jensen's Creamery Co.....Coon Rapids	
Illinois		George Clark.....Clarinda	
George Legg Poultry Co.....Decatur	Kokomo Produce Co.....Kokomo	Loomis Bros.....New Hampton	
*C. L. Hatfield Co.....Decatur	*The E. R. Jacques Co.....Lebanon	*Wm. H. Lapp c/o Ames Pro. Co.....Ames	
John P. Figenbaum & Co.....Mattoon	Hardman & Hamilton.....Muncie	*A. R. Loomis & Son.....Fort Dodge	
*C. A. Field Co.....Newton	New York Poultry Co.....Muncie	*Lovett & Davis Prod. Co.....Manchester	
*G. W. Blackburn & Co.....Fairfield	*George Freese's Sons.....Napanee	*S. W. Mahon.....Sigourney	
Davis Brothers.....Golconda	Marshall Bros.....New Albany	Marshalltown Prod. Co.....Marshalltown	
*C. C. Wright.....McLeansboro	Newcastle Produce Co.....Newcastle	*Merchants' Prod. Exchange.....Meservey	
Smith Produce Co.....Grayville	*Miami Produce Co.....Peru	J. D. Minium.....Clear Lake	
*Jacob Tick.....Champaign	*Schlosser Bros.....Plymouth	*John Morrell & Co.....Ottumwa	
*Sorento Produce Co.....Sorento	*J. A. Long Co.....Portland	*E. H. Morse.....Mason City	
*Manning & Manning.....Morrisonville	*E. R. Jacques Co.....Thorntown	*Nagle Bros. Plty. Co.....Marcus	
*George W. Frey.....Mendota	*Atlas Produce Co.....Lafayette	*Mt. Pleasant Produce Co.....Mt. Pleasant	
Tom Morris Co.....Farmington	*McClain Bros.....Shelbyville	*J. H. Neil Creamery Co.....Tama	
*Frank Atlas Produce Co.....Lincoln	Max Smulyan.....Greencastle	*Newton Produce Co.....Newton	
Rushnell Poultry & Egg Co.....Bushnell	*Thomas Owen.....Angola	*G. W. Nicholson & Co.....Grand Junction	
Roy Weaver.....Carthage	South Side Produce Co.....Kokomo	*Nickles & Son.....Corydon	
Dennis Produce Co.....Bowen	Hardman & Harris.....Richmond	*Northern Iowa Produce Co.....McGregor	
*Jacob Tick.....Clinton	Smith & Nye.....Indianapolis	*W. L. Odgen & Co.....Sioux City	
*I. A. Wallins, Inc.....Decatur	Sherley & Eads.....Indianapolis	*W. B. Parrott Co.....Manning	
*Minonk Produce Co.....Minonk	C. E. Grant, Inc.....Indianapolis	*Peterson Bros.....Clinton	
*Alex Getz.....Chicago	Indiana Egg & Plty. Ass'n.....Indianapolis	W. S. Reister & Son.....Washington	
*Cappel Garrard Co.....Peoria	*The Wadley Co.....Indianapolis	*Fred Reum & Co.....Decorah	
*The Peter Fox Sons Co.....Chicago	*McLane Co.....Shelbyville	H. S. Rhysnburger.....Oskaloosa	
*Frank G. Heilman Co.....Chicago	Rothberg Bros.....Green Castle	R. D. Smith.....Swea City	
H. A. Hinderer.....Walsh	Smith & Nye.....Hope	*St. Ansgar Prod. Co.....St. Ansgar	
*Bloomington Produce Co.....Bloomington	Wells Country Produce Co.....Warren	*Scheidell Produce Co.....Ossian	
*Davis Cleaver Produce Co.....Quincy	Iowa		*Schermerhorn-Shotwell Co.....Des Moines
Shannon & Havens.....Tuscola	*W. E. Kenney.....Clarinda	*Schreiber Produce Co.....Sheldon	
L. E. Snapp & Son.....Georgetown	F. H. Reed.....Grinnell	*J. A. Silver & Co.....Stockport	
Collins Produce Co.....McLeansboro	*A. Baird & Son.....Lohrville	*A. P. Sondergaard & Co.....Mason City	
Vermillion Produce Co.....Danville	*Bell-Jones Co.....Davenport	*Union Produce Co.....Lorimer	
Indiana		*E. B. Wade.....West Liberty	
*Adams Produce Co.....Rushville	*Bloomer Cold Stge. Co.....Council Bluffs	*Waverly Produce Co.....Waverly	
*Bearfoot & Co.....Cowan	*Burlington Produce Co.....Burlington	*Wayne F. Waller.....Garner	
W. G. Brosius & Son.....Knightstown	*Central City Produce Co.....Central City	*Wescott & Winks.....Sumner	
Grant Produce Co.....Vincennes	*Charlton & Bowen.....Rolfe	*Wilson Shotwell Co.....Perry	
Evansville Packing Co.....Evansville	Clark & Swanson.....Cherokee	*R. W. Winsler.....Moravia	
*S. Moskowitz & Co.....Evansville	J. A. Crowther.....Pocahontas	*Woldum Produce Co.....Decorah	
*Fear-Campbell Produce Co.....Frankfort	*P. M. Dahlem.....Cascade	Spirit Lake Produce Co.....Spirit Lake	
*Havens Bros.....Ladoga	*O. Ellingson.....Webster City	Bert Vilas.....Boone	
	*C. A. English.....Ottumwa	Des Moines Valley Prod. Co.....Boone	
	*E. J. Farley.....Monticello	Sac City Produce Co.....Sac City	
	*C. Alvin Fosse.....La Porte City		

Store Your Poultry Where It Is Consumed



Cold Storage Warehouse "E"



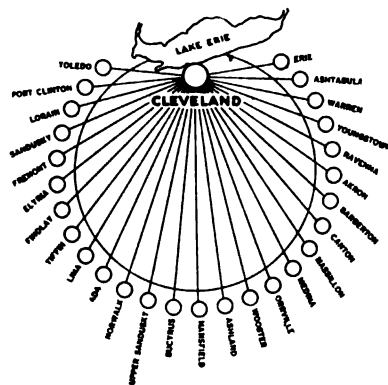
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Sun Light Produce Co...... Sioux City
Nelson Bros...... Sioux City
J. A. Crowther..... Cowrie
Waller & Waller..... Charles City
Whealen Produce Co...... Elma
Cedar Valley Produce Co...... Osage
F. H. Reed..... Grinnel
C. A. Pierce & Son..... Nasua
Storm Lake Produce Co...... Storm Lake
C. A. Abbott, 520 E. Broadway..... Council Bluffs
Sam A. Moye, 422 E. Broadway..... Council Bluffs
Rock Rapids Produce Co...... Rock Rapids
F. W. Meisker..... Hartley
J. F. Johannas..... Sibley
Higgins Packing Co...... Missouri Valley
Nelson Bros...... Missouri Valley
Rockwell City Prod. Co...... Rockwell City
Charles Produce Co., 600 S. Main..... Council Bluffs
Wilson Poultry Co...... Marshalltown
Sjostrom Bros...... Marcus
Matt Lameth..... Algona
Wescott Produce Co...... Lake Mills
Blackman Poultry Co...... Missouri Valley
M. V. Bickel..... Mason City
Egg Reporter..... Waterloo
E. B. Higley & Co...... Mason City
F. L. Loomis..... Ft. Dodge
R. W. Winsler..... Moravia
***Cappel-Garrard Co.**..... Newton
***Cappel-Garrard Co.**..... Winfield
Clarion Produce Co...... Clarion
***C. A. Fields**..... Newton
***Alex Getz**..... Sigourney
A. H. Panser..... Tripoli
Valley Produce Co...... Missouri Valley

Kansas

Paden, Thompson & Buckley..... Dodge City
***Paden & Thompson**..... Lyons
***Stewart Produce Co.**..... Topeka
Rodgers Poultry Co...... Parsons
***Stewart Produce Co.**..... Valley Falls
The Wilson Poultry Co...... Atchison
Kansas Produce Co...... Coffeyville
***J. F. Grennan**..... Garnett
***Latham & Sons**..... Pleasanton
***M. N. Alexander & Co.**..... Fort Scott
***T. Jensen & Bros.**..... Emporia
Lawrence Poultry Co...... Lawrence
***Latham & Sons**..... Ottawa
A. R. Anderson..... Marquette
Anthony Poultry & Egg Co...... Anthony
***J. E. Brewer**..... Abilene
***Blue Valley Packing Co.**..... Maryville
Clyde Cultra Co...... Salina
Chetopa Produce Co...... Chetopa
Dayden Bros...... Harper
Durham Produce Co...... Durham
C. D. Edwards..... Harper
W. M. Evert..... Concordia
J. B. Fleming & Son..... Council Grove
Carl Farmer..... Coffeyville
***Farmers' Produce Co.**..... Burlington
Grovier Starr Produce Co...... Great Bend
Percey Gruenbaum..... McCracken
Hurst & Majors..... Manhattan
Vic Johnson..... Lawrence
G. B. Jones..... Downs
***Metz Packing Co.**..... Concordia
J. J. Metz..... Mankato
E. P. Meridith..... Osborne
H. E. Mitchell..... Anthony
L. H. Marrs..... Parsons
H. M. Nolder..... Whitewater
***Salina Poultry Co.**..... Salina
***A. Trout**..... Melvern
***H. G. Ward**..... Glasco
Charles Beyer..... Clyde
Eli Wilson & Co...... Lawrence
Great Bend Poultry Co...... Scott City
Grovier Starr Co...... Dodge City
J. Jensen..... Emporia

Liberal Produce Co...... Liberal
***Paden & Thompson**..... Elkhart
***Paden & Thompson**..... Galatia
C. A. Post & Sons..... Almena
Wilson Poultry Co...... Hanover

Kentucky

Davidson, Seay Adams Co...... Louisville
Davidson, Seay Adams Co...... Princeton
***G. P. Taylor & Co.**..... Burnside
***Harrodsburg Ice & Produce Co.**..... Harrodsburg
***Davidson Bros.**..... Glasgow
***Hulen-Toops Co.**..... Bowling Green
***Hulen-Toops Co.**..... Horse Cave
***Maloney-Davidson Co.**..... Louisville
Kentucky Creamery Co...... Louisville
***Holcomb Produce Co.**..... Murray
***E. Bowers**..... Paducah
Boone Produce Co...... Paducah
***The Peter Fox Sons Co.**..... Hopkinsville
L. E. McKinley..... Campbellsville
Blue Grass Produce & Trans Co...... Carlisle
The Brooks-Boone Co...... Fulton
Rich Produce Co...... Mayfield
T. J. Gardner..... Worthville
***Renaker Poultry Co.**..... Winchester
***J. P. Wright**..... Salt Lick
Davidson Seay..... Glasgow
Davidson Seay..... Paducah
C. C. Lee..... Beaver Dam
Renaker Bros...... Richmond

Michigan

L. D. Sigler, Cadillac Pro. Co...... Cadillac
C. A. Post & Son..... Mendon
***N. A. Hoban & Co.**..... Flint
Kimball Bros...... Sturgis

Minnesota

***Alex Getz**..... Kenyon
***Alex Getz**..... Minneapolis
***Alex Getz**..... Vesta
***John Lynard**..... Owatonna
Johns Produce Co...... Cokato

Mississippi

S. Moskowitz..... Pontiac
Selmer Produce Co...... Corinth
Tupelo Produce Co...... Tupelo
Worthington Creamery Co...... Worthington

Missouri

***C. S. Miller Prod. Co.**..... Neosho
***J. L. Reed & Son**..... Bolivar
Wilson Poultry Co...... St. Joseph
***A. W. Vanderford**..... Clinton
Morgan & Co...... Springfield
***C. J. Aus & Co.**..... Kansas City
A. C. Parsons..... King City
E. E. Newton..... Neosho
***A. W. Bear Com. Co.**..... Kansas City
Drexel Poultry Co...... Drexel
***M. N. Alexander & Co.**..... Lamar
Home Produce Co...... Butler
***C. Jacobs & Co.**..... Nevada
Producers' Cold Stge. Co...... Chillicothe
James N. Norris & Co...... St. Joseph
Goodwin & Jean..... Jackson
***J. M. Adams, 319 Produce Ex.**..... Kansas City
***Lindley Buster Produce Co.**..... Bucklin
Bridger-Shepard Produce Co...... Kansas City
Marshall Produce Co...... Marshall
***W. L. Davenport Prod. Co.**..... Centralia
F. M. Stamper Co...... Moberly
***Macon Produce Co.**..... Macon
***Henderson Produce Co.**..... Monroe City
***Lindley Buster Prod. Co.**..... La Plata
Spencer Produce Co...... Kansas City
***Missouri Egg & Poultry Co.**..... Sedalia
Smith Snow & Co...... Jonlin
***W. D. Law**..... Springfield
I. A. Anderson Produce Co...... Princeton
***Blattner Bros. Merc. Co.**..... Wellsville

***A. F. Brockman**..... Concordia
H. R. Butts..... Vandalia
E. Wood, Clark Co...... Rayville
A. B. Cole & Sons..... California
***A. B. Drescher**..... Hannibal
***W. C. Ellis**..... Mount Grove
Gorman & Glore..... Centralia
***R. F. Griffith**..... Fulton
J. B. Hollingshead Co...... St. Joseph
H. D. Hibbler & Son..... Washington
Hanlon Bros...... Sedalia
Hurst & Co...... Springfield
J. E. Hoban..... Carrollton
W. C. Jacobs..... Palmyra
Jamesport Produce Co...... Jamesport
***Lindley-Buster Prod. Co.**..... New Cambria
***M. N. Alexander**..... Aurora
C. F. Bishop..... Hannibal
Blair & Vanderford..... Weaubleau
Co-operative Association..... Green Top
Dauber Bros...... Newton
***W. L. Davenport**..... Mexico
Drexel Poultry & Egg Co...... Drexel
***W. C. Ellis**..... Mountain Grove
F. B. Fleming..... Council Grove
***Peter Fox & Sons Co.**..... Marshfield
***Peter Fox & Sons Co.**..... Rolla
***Alex Getz**..... Chillicothe
***Alex Getz**..... St. Louis
***Goodwin & Jean**..... Dexter
***Goodwin & Jean**..... Willow Springs
***Henderson Produce Co.**..... Laeade
***W. B. McLain & Son**..... Higginsville
***J. H. Mickel Bros. & Co.**..... South Gifford
Oldham Produce Co...... Bosworth
Producers' Cold Stge. Co...... Shelbyville
***Rolls County Merc. Co.**..... Center
C. W. Reed & Bros. Merc. Co...... Wellsville
F. M. Stamper Co...... Moberly
Stanley, Hale..... Bosworth
H. W. Shatzer..... Paris
Scott & Solomon..... New Hampton
Shelton & Harris..... Windsor
A. P. Taylor..... Exeter
G. R. Tabler..... Rardin
Warrensburg Dairy Prds. Co...... Warrensburg
J. W. Whipple..... Monett
C. L. Williams..... Drexel
J. C. White..... Richmond
***A. B. Wilkerson**..... Aurora
Norris Poultry & Egg Co...... New Hampton
A. C. Parsons..... King City
Producers Cold Stge. Co...... St. Joseph
W. Keith..... Sedalia
D. N. Lightfoot..... Ash Grove
Morgan & Co...... Springfield
J. N. Norris..... Nevada
Smith & Snow..... Neosho
F. M. Stamper..... Odessa
Swarthout Poultry Co...... Bosworth
Trenton Poultry Co...... Trenton
C. G. Vogt..... Maryville
***A. B. Wilkerson**..... Lockwood
W. Keith..... Sedalia
***D. N. Lightfoot**..... Ash Grove
Morgan & Co...... Springfield
J. N. Norris..... Nevada

Nebraska

***Jerpe Cold Stge. Co.**..... Omaha
***Fairmont Creamery Co.**..... Omaha
Thomassen Produce Co...... Newman Grove
Hastings Poultry Co...... Hastings
E. E. James..... Falls City
C. Rutherford..... Falls City
***Nelson Bros. Poultry Co.**..... Lincoln
***Nelson Bros. Poultry Co.**..... Superior
***Nelson Bros. Poultry Co.**..... St. Paul
***Nelson Bros. Poultry Co.**..... Grand Island
***Nelson Bros. Poultry Co.**..... Fairbury
***Nelson Bros. Poultry Co.**..... Beatrice
***Nelson Bros. Poultry Co.**..... Oxford
Fishback Poultry Co...... Freemont
Fishback Poultry Co...... Norfolk
Morris Lyddon..... Freemont
Younkin Poultry Co...... Grand Island
***Swift & Co.**..... Beatrice

***Visiting Members,
National Poultry, Butter & Egg Association***

WELCOME

to Parlor "K"—Hotel Sherman

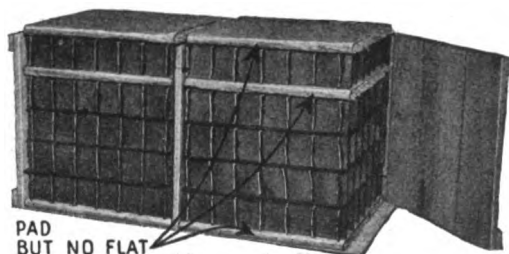
Frank G. Heilman Company

Butter, Eggs and Poultry

Carlots or Less

945-47 Fulton Market

CHICAGO



The experience of the 1922 season has proven the worth of the improved excelsior pad. Use them as indicated in the illustration, six to the case, with new cases, new honeycomb fillers and flats. Good results are certain.

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Sorenson Poultry Co.....York
*Henningsen Produce Co.....Superior
*Alma Produce Co.....Alma
Beatrice Cold Stge. Co.....Beatrice
Beatrice Poultry & Egg Co.....Beatrice
Hastings Poultry Co.....Kearney
Hawkeye Produce Co.....Plattsmouth
E. E. James.....Falls City
Norris-Gould.....Fairmont
Standard Poultry Co.....Fairbury

No. Carolina

Risser Bros. Co.....Statesville

Ohio

*H. B. Hole.....Arcanum
*H. B. Hole.....Versailles
J. E. Mathews.....Ashland
*H. B. Hole.....Greenville
*J. E. Parker.....Eaton
Bob Wingeriner.....Bryan
*The Gray & White Co.....Tiffin

Oklahoma

*Oklahoma Hide & Poultry Co.....Altus
*Choctaw Produce Co.....Hugo
*Guthrie Produce Co.....Guthrie
Boring Produce Co.....Clinton
*Farmers' Produce Co.....Clinton
Elreno Poultry & Egg Co.....Elreno
Enid Poultry & Egg Co.....Enid
*Farmers' Produce Co.....Anadarko
Brown Produce Co.....Muskogee
Janger-Lieberman.....Oklahoma City
Lawton Poultry & Egg Co.....Lawton
W. W. Gentry.....Marlow
Madill Produce Co.....Madill
Aaron Poultry & Egg Co.....Enid
*W. D. Wright Prod. Co.....Oklahoma City
Shawnee Produce Co.....Shawnee
*Chickasha Hide & Poultry Co.....Chickasha
Frederick Produce Co.....Frederick
Knaust Produce Co.....Frederick
Long Produce Co.....Medford
A. N. Price.....Fairland
C. O. Smith.....Anadarko
S. A. Zook Produce Co.....Bartlesville
El Reno Poultry & Egg Co.....Gracemont
*Oklahoma Hide & Prod. Co.....Mangum

Smith & Snow.....Vinita
Tipton Prod. Co.....Howe
Van Sant Prod. Co.....Medford
*A. B. Wilkerson.....Fairland
Wilson Poultry Co.....Shattuck

South Dakota

*Mitchell Produce Co.....Mitchell
Buck Bros.....Huron
G. Fredericks.....Mitchell

Tennessee

Paris Produce Co.....Paris
Norton Produce Co.....Kenton
*Columbia Produce Co.....Columbia
Barker Produce Co.....Columbia
Shapiro Produce Co.....Columbia
C. G. Anderson Prod. Co.....Knoxville
Friendship Produce Co.....Friendship
Gleason Produce Co.....Gleason
A. G. Hargett.....Halls
Holcomb Produce Co.....Parsons
*George M. Brooks & Co.....Martins
L. Rausch & Co.....Memphis
Morristown Produce & Ice Co.....Morristown

S. F. Holcomb.....Perryville
Camden Produce Co.....Camden
Naive-Spillers Corporation.....Nashville
H. B. Monroe.....Nashville
W. H. Thompkins.....Nashville
Selmer Produce & Supply Co.....Selmer
A. G. Kennedy & Co.....Tullahoma
Watertown Produce Co.....Watertown
Bryant Bros.....Atwood
L. B. Hinkle.....Sparta
Adams & Heron.....Trenton
Tennessee Egg Co., Chattanooga.....H. C. Carabaugh

W. B. Foster Produce Co.....Fayetteville
Cumberland Produce Co.....Cookeville
Morgan Produce Co.....Cookeville
L. L. Davidson.....Dyer
C. F. Miles, Hermitage Hotel.....Nashville
Ray Jean Co.....Shelbyville
Knox Produce Co.....Winchester
Smith Johnson Produce Co.....Knoxville
Jim Young.....Watertown
Anderson Tully Co.....Memphis
Dyersburg Fruit & Prod. Co.....Dyersburg

.....Dyersburg
Fast Tennessee Poultry Co.....Rogersville
Lloyd T. Burnett.....Talbott
R. O. Fisher.....Trimble
S. B. Harward.....Livingston
*R. C. Giles & Co.....Nashville
C. G. Anderson.....Cumberland Gap
L. T. Burnett.....Cumberland Gap
A. G. Kennedy.....Sparta
A. G. Kennedy.....McMannersville
Morristown Produce Co.....Rogersville
Risser Bros.....Brownsville
Risser Bros.....Henderson
J. L. Young.....Livingston

Texas

Seufert Produce Co.....Amarillo
G. P. Foster & Co.....Denison
A. B. Patterson.....Dallas
D. W. Tobey, Inc.....Texarkana
Fort Worth Poultry Co.....Fort Worth
Ben Ablon.....Dallas
*A. B. Walker & Son.....Corsicana
Western Produce Co., W. R. White.....Abilene

*Emerson & Overstreet.....Temple
*New York Buyers Ass'n.....San Antonio
*Stahl Bros.....Gonzales
*Choctaw Hide & Prod. Co.....Paris
*Commons Produce Co.....McKinney
*New York Buyers Ass'n.....Cuero
*New York Buyers Ass'n.....Victoria
*Oklahoma Hide & Prod. Co.....Roaring Springs

Overstreet Produce Co.....Brownwood
Overstreet Produce Co.....Ballinger
Overstreet Produce Co.....Weimer
Paterson Produce Co.....Cameron
Patterson Produce Co.....Tenaha
F. C. Pennington.....Greenville
The Peter Co.....Houston
Tehoe Wester.....Greenville
Western Produce Co.....Lamesa
*A. B. Wilkerson.....Gatesville

Wisconsin

*Hawley Commission Co.....La Crosse
*Northern Wisconsin Prod. Co.....Manitowoc

Live Poultry Car Situation

Shippers Taking Enormous Losses While Empty Cars Remain on Eastern Rails

The first complaint concerning the live poultry car shortage reached the Executive Offices of the National on September 13.

Immediate investigation was commenced and every instrumentality was called into play that promised to get the much needed relief. No immediate remedy, however, was applied, though the Interstate Commerce Commission, the Department of Agriculture, the American Railway Association and officials of individual carriers, were appealed to.

Our investigations developed that the principal acute troubles were due to the failure of eastern carriers to move the empty cars to western connections. Some failures were found on the rails of western carriers but for the most part western carriers were able to transport the empty cars to loading stations providing they could get the cars to move.

The Executive Offices are still working on the matter and today, October 2, the situation in the east seems

to be clearing up—in fact, the clearing up commenced several days ago. This “clearing up,” however, must not be taken to mean that conditions are normal, nor that they will be normal in the immediate future. Several times between September 13 and September 30 conditions cleared up but each time got bad again—perhaps worse than they were before.

The best advice shippers may be given under present conditions, is to order cars to be loaded on a certain date. As long before that date as the carrier can give definite information, ask the railroad agent to find out whether the car is on your division of the road. If it should be, then it would appear to be quite safe to commence to procure the poultry for loading.

Shippers should keep after the carrier till they get some kind of definite information and then to act on this information.

For several days the Executive Offices received this kind of information: “Doing the best we can.” This

Cleveland and Indianapolis

Earnestly Solicit Your
POULTRY, BUTTER AND EGG STORAGE

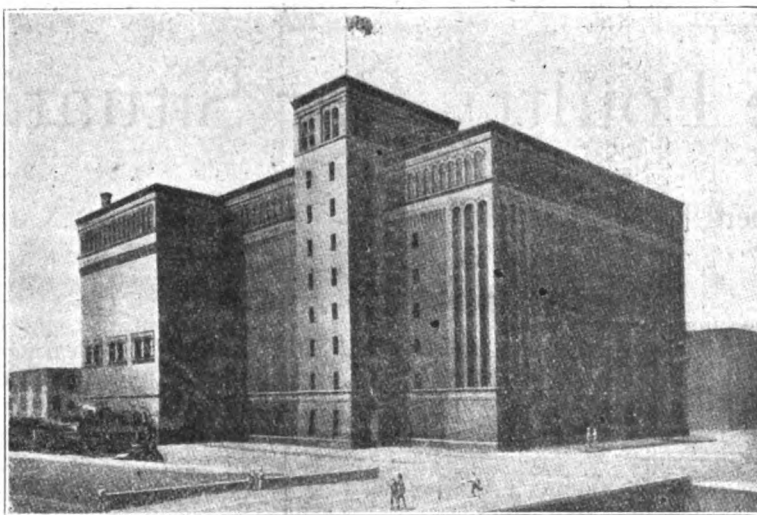


• Warehouse Section

Office Building

Cold Storage Section

**HOME OF THE NINTH STREET TERMINAL WAREHOUSE COMPANY
CLEVELAND, OHIO**



**INDIANA REFRIGERATING COMPANY
INDIANAPOLIS, INDIANA**

Wm. J. Hogan, President and General Manager

**A. B. Efroymsen, Superintendent
CLEVELAND PLANT**

**B. E. Metcalf, Secretary
INDIANAPOLIS PLANT**

means absolutely nothing and it is the kind of information that will ruin most any poultry shipper, and shippers should not be guided in their buying enterprises by any such information. After the car once gets on the division of the railroad that the loading station is, then it is safe to proceed as under ordinary conditions.

The history of the situation will be published at a later date. It will include the facts as disclosed by the investigations and will perhaps draw some conclusions from those facts. The history will include also the measures taken by the Bureau of Markets and Crop Estimates to relieve what is perhaps the most serious trouble of this character ever experienced. In the meantime, the Executive Offices of the National are keeping as close to the situation as possible.

This question could profitably be discussed at the Tuesday morning session of the Annual Convention on October 17. Shippers having anything to say on the question are urged to be present at that session.

NEW PERMANENT TARIFF SCHEDULE

The Tariff Bill was reported to the House on June 29, 1921, passed the House on July 21, 1921, and was referred to the Senate Committee on Finance on July 22, 1921. On April 11, 1922, the Finance Committee reported it to the Senate which passed the bill on August 19, 1922, and named conferees. The House sent the bill to Congress on August 22nd. On September 12th the conferees reported the bill which passed both Houses, and was finally signed by the President.

Those items of particular interest to this industry are:

Schedule 1—Chemicals, Etc.

Casein or lactarene, $2\frac{1}{2}$ c per pound.

Schedule 7—Agricultural Products

Milk; fresh, $2\frac{1}{2}$ c gal., sour and buttermilk, 1c gal. Cream, 20c gal.

Fresh or sour milk containing over 7% fat to be dutiable as cream, and cream containing over 45% butter fat to be dutiable as butter.

Milk, condensed or evaporated:

Unsweetened, 1c, sweetened, $1\frac{1}{2}$ c, all other $1\frac{3}{8}$ c (per pound).

Whole milk powder, 3c (per pound).

Cream powder, 7c (per pound).

Skimmed milk powder, $1\frac{1}{2}$ c (per pound).

Malted milk, compounds or substitutes for milk or cream, 20%, advalorem.

Butter, 8c, oleomargarine and other butter substitutes 8c (per pound).

Cheese and substitutes, 5c per pound, but not less than 25%, advalorem.

Live birds, poultry, 3c (per pound).

All other, valued \$5 or less, 50c each, more than \$5, 20% advalorem.

Birds, dead, dressed or undressed:

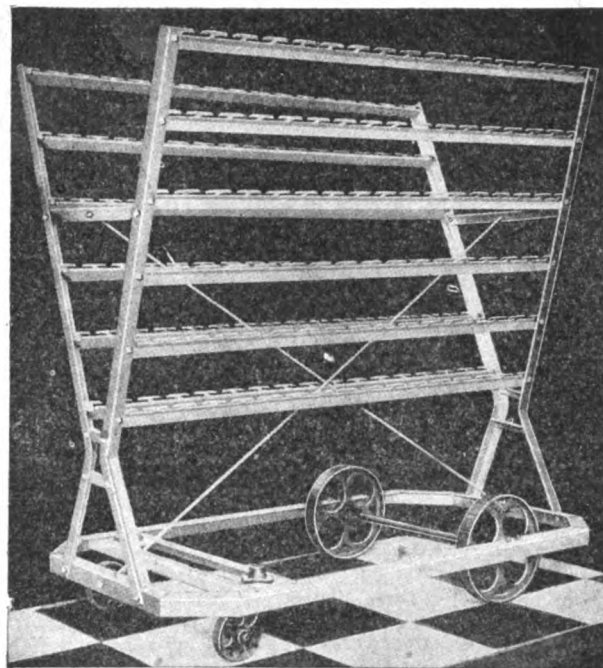
Poultry, 6c (per pound).

All other, 8c (per pound).

Prepared or preserved in any manner n. s. p. f.* 35%.

Poultry, eggs, in shell, 8c (per dozen), whole eggs, egg yolk, egg albumen, frozen or otherwise preserved, and n. s. p. f.* 6c (per pound), dried whole eggs, dried egg yolk and egg albumen, 18c (per pound).

*N. S. P. F.—Not specially provided for.



DANLEY "Sure Grip" Cooling Racks

All Steel — Heavily Galvanized

AN indestructible rack. There are no fingers to break. Provides quick, thorough cooling without repeated handling. This means many dollars extra profits to every up-to-date Poultryman.

DANLEY Coolers pay for themselves many times over in a single season because:

Ample Clearance for air circulation.

Takes Little Room. The 192-fowl size occupies only 36"x67" floor space, easily passing through any cooling room door.

Perfect Drainage. The birds hang head downward.

Improves Your Grades. Each fowl is in full view and grading is easy with little handling. Keeps poultry clean.

Strongly Made. All steel except casters. Heavily reinforced. Base, uprights, and bars are hot galvanized, rust-proof and cleanable.

DANLEY Sure-Grip Racks and popular Feeding Batteries are *low in cost* but high in quality. Built to last a *business lifetime*. Just the thing for any feeding station or dressing plant.

We have just completed a large factory addition, and can ship promptly out of stock.

Write for prices and descriptive catalogue

DON'T MISS OUR EXHIBIT

Chicago Poultry Convention, Oct., 16th to 17th.

Call At Rooms 111-112, Sherman Hotel

The Danley Sanitary Mfg. Co.

Department "X"

St. Johns,

Michigan, U. S. A.

Western Rep.: W. P. KERNAN 208 N. Wells Street, Chicago



The official organ of the National Poultry, Butter and Egg Association. Devoted to the interests of the Poultry, Butter, Egg and Cheese Shippers, Receivers and Storage Warehouse Men and associated interests of the United interests of the United States, Canada and Cuba who are members of this Association.

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Advertising Rates on application to the Executive Secretary
Changes and new advertising copy must be received by the 25th of the month preceding publication to insure insertion.



CHICAGO, OCTOBER, 1922

How To Play Golf

Today the modern magazine
Is filled with sage advice
On how to play a mashie shot,
Or how to cure a slice.
And all the family reads it once,
And father reads it twice.

Dad demonstrates, from diagrams,
How every shot is played,
He sprained a finger trying out
A grip advised by Braid,
And where he practiced Mitchell's swing,
The rug is somewhat frayed.

An antique chair's laid down its arms,
To peace completely won;
The clock's at rest with folded hands,
We tell time by the sun.
A lamp is gone—and all through hints,
From Barnes and Hutchinson.

'Twas Hagen's style of follow through
Which burst the chandelier,
And Duncan's spoon shot got the cat
Somewhere abaft the ear.
The careless little animal
Had strayed a mite too near.

And so when Spring shall come again
Then Dad will be on deck
With all this store of golfing lore
Entombed above the neck.
He'll live upon the links—he must—
The house will be a wreck.

Mississippi Makes Progress in Dairy Production

Mississippi farmers in the ten years from 1912 to 1922 have made marked progress in meeting the local demand for market milk and cream, according to reports received by the United States Department of Agriculture. Census figures covering part of the period show an increase in production from 1,966,097 gallons of market milk in 1909, valued at \$429,816, to 4,095,806 gallons of milk in 1919, valued at \$1,434,457. The amount of raw cream sold in the same period increased from 35,582 gallons in 1909, valued at \$28,059, to 394,583 gallons valued at \$594,359, while butter fat sold increased from 9,344 pounds in 1909, valued at \$2,666, to 1,864,593 pounds in 1919, valued at \$984,789. This substantial showing in meeting the local demand for market milk and cream has been the result of systematic effort on the part of Mississippi dairymen assisted by extension workers cooperatively employed by the Mississippi Agricultural and Mechanical College and the Department of Agriculture.

In the spring of 1912 when organized work to this end was begun, there were less than a half dozen farmers reported shipping whole milk to the New Orleans market. These few were practically all spring and summer shippers. As a result of a survey made by extension workers at that time, it developed that most of the market milk and cream used was being shipped in from Illinois and Indiana. There was not a successful creamery in operation in Mississippi. The few farmers with milking cows around the towns were found to be feeding mainly cotton seed hulls and cotton seed meal. They had not been encouraged to grow, harvest, and store feeds for winter use. Only twelve silos were found in southern Mississippi at that time.

As a result of extension work, 15 were erected during the summer of 1912, and in 1913, 63 silos were built.

There was a small percentage of purebred dairy sires in use and only a few small herds of registered dairy animals. During 1913 a creamery at Brookhaven, which had failed in 1910, was opened again for business. Another one was opened at Macon in the same year. During 1914 two other creameries were started.

In contrast with these conditions there are now, ten years later, 7,500 farmers engaged in commercial dairying in Mississippi and 24 creameries are in successful operation. The one creamery operating in 1912 paid approximately \$4,000 to farmers for cream that year. During 1921, Mississippi creameries made approximately five million pounds of butter, paying farmers around \$3,000,000 for butter fat. Approximately \$400,000 worth of market milk was shipped to the New Orleans and Memphis markets.

The average productiveness of the commercial herds had increased from an average of 120 pounds to approximately 175 pounds of butter fat annually. There are now 54 high class purebred bulls owned in eleven bull associations and a large number of individually owned bulls which will influence future production in a marked way. A large number of purebred herds of splendid quality are now owned in the State. Home grown feeds are quite generally produced and a large percentage of dairy farmers are feeding balanced rations.

Mississippi dairy farmers credit dairy cows with having had much to do with improving the farming outlook. Their ability to purchase essential equipment and conveniences for the farm and farm home and to give their children better educational opportunities, they assert, is due in a large measure to the steady income they have had from their dairy herds.

EDITORIAL

Compulsion—But Not Now

Attention is drawn to the address of W. Harry Davis, president of the National Association of Egg Case and Egg Case Filler Manufacturers on another page of this issue under the caption of "Would Compel the Use of Certain Packages."

In view of the fact that the questions discussed by Mr. Davis on June 28, were previously discussed by shippers during the months of October, 1921, and January and February, 1922, and that the views expressed by the shippers were generally well known by all parties in interest, it would seem that on June 28, 1922, Mr. Davis should have taken and expressed broader views. Especially is this so because the carriers themselves had already expressed broader views.

On June 28, the carriers had in force a rule which limited the inspection of cases of eggs to the top layers. Investigations conducted in Mr. Davis' laboratories disclosed the fact, that where eggs were packed with six excelsior pads to the case and were damaged, the damage was found to be in layers under the top layer and that in many such cases, there was no damage to the top layer. These facts were known to shippers and carriers and to those who conducted the tests and yet in the face of them, Mr. Davis would compel the use of a package which would leave the shipper entirely helpless.

This is only one of several objections shippers and carriers have to being compelled to do certain things advocated by Mr. Davis.

At the present moment "compulsion" is not indicated and it was not indicated on June 28.

The time has gone by when egg shippers will take at face value reports concerning the merits of this appliance or that appliance, based upon tests made by other persons and in this regard they are just like Chairman Smith of Official Classification Territory who says: "I'm from Missouri. Show me."

There will come a time, perhaps, when compulsion will be indicated, but before it arrives Mr. Davis, the shippers and the carriers will have to sit around the table and discuss matters in a sober manner, taking into consideration all surrounding circumstances.

The "National" recommends the round table.

Everett F. Murphy

Everett F. Murphy is a graduate of the University of Illinois, School of Agriculture. He is in charge of the Poultry and Egg Division of the Illinois Agriculture Association. The Illinois Agriculture Association has a membership of some hundred thousand members—all farmers and farm owners of the State of Illinois.

It is estimated that for the year 1922, the State of Illinois produced 132,197,384 dozens of eggs and 37,366,956 heads of poultry.

Mr. Murphy is charged with the responsibility of first ascertaining what the consumer demands by way of quality in Poultry and Eggs and then of telling the farmers how to meet that demand.

His next responsibility is to find profitable markets for approximately five-twelfths of the Poultry and Eggs produced in the State of Illinois and the most economical methods for such marketing.

Read what he has to say in this issue of the "Bulletin" concerning Commission Merchants, Quality Production, Quality Buying, Premiums and Fair Dealing.

Shippers should be particularly interested concerning the effect of failing to buy on a quality basis.

In the September number of the "Bulletin" Mr. Murphy made some observations as to why Leghorns were discriminated against. Shippers could profitably read that article again.

"A Fallacy In Principle"

Those who have followed the effects of the administration of the cold storage laws of the various States on the actual merchandising enterprises of cold storage foods, will appreciate the force of the editorial of Mr. Urner in the New York Produce Review and the American Creamery of September 20th. For convenience "A Fallacy In Principle" is reproduced in this issue of the "Bulletin" and all are urged to read it carefully.

The arguments advanced by Mr. Urner cannot be successfully controverted and it was largely due to them and to similar arguments that the Federal Legislation which was before the 67th Congress failed of enactment. It is quite safe to predict that in the event of the enactment of Federal Legislation along lines heretofore considered, that ample provision will be included for the punishment of those who are guilty of the "reprehensible" practice referred to in the last paragraph of Mr. Urner's editorial.

Federal Legislation, however, in most instances, will not reach the retailer and about the only effect of such provision in the Federal enactment would be to encourage the States to amend existing State Laws to meet the condition complained of. And herein, without waiting for the Federal enactment "the trade" in each State should take the initiative to have the State Laws amended.

The matter is well before Congress. On the hearings before the Committee on Agriculture of the House in June, 1921, after exhaustive discussions of the entire subject, Congressman Aswell, of Louisiana, propounded to the Executive Secretary of the National Poultry, Butter & Egg Ass'n, the following question: "What in your opinion should we do?" In answer to which, the Executive Secretary answered: "You should adopt the Chicago Conference Report—that is the very best thing Congress could do and add to that report a clause providing for a penalty to run against the man who sells so-called fresh eggs, that have never been in cold storage, as cold storage eggs—I want that man fined." To this Congressman Aswell replied: "That will be simple because that is the ungraded stuff that goes out to the public as cold storage."

If this same proposition be presented to State Legislatures, with substantial proof that the practices do exist, such legislatures will afford the relief indicated.

Where You Will Meet

October 16th, 17th, 1922

National Poultry, Butter and Egg Association



Hotel Sherman, Chicago's largest hotel, wisely selected as convention meeting place and headquarters by your committee for your 1922 convention.

The many pressing questions of the day affecting the trade make it imperative that every member attend the 1922 convention. The great new Hotel Sherman—the largest and most modern hotel in Chicago—has been selected as your meeting place and headquarters.

While your attendance is needed for serious matters, elaborate arrangements have been made for your entertainment as well.

This company will have headquarters at the Hotel Sherman, and our representatives hope to renew old acquaintances and meet new friends. Arrange to meet your friends at our room, No. 306.

"See You In Chicago"

THE CREAMERY PACKAGE MFG. COMPANY

SALES BRANCHES—(Write to Nearest One)

CHICAGO, 61-67 W. Kinzie St.
BOSTON, 138-40 Washington St. N.
BUFFALO, N. Y., 133-137 E. Swan St.
KANSAS CITY, MO., 1408-10 W. 12th St.
MINNEAPOLIS 318-320 Third St. N.
OMAHA, 113-115-117 S. Tenth St.

PHILADELPHIA, 1907 Market St.
PORTLAND ORE., 6-8 N. Front St.
SAN FRANCISCO, 699 Battery St.
TOLEDO OHIO 119 St. Claire St.
WATERLOO, 406-8 Syca more St.

Merchants Refrigerating Company

The best facilities in the greatest market for the storage of

BUTTER and CHEESE

Warehouses of modern construction, low insurance, unexcelled locations and superior service

New York—17th Street and 10th Avenue. Warehouse in the West Washington Market District, on tracks of the New York Central Railroad.

Downtown Warehouses in the heart of the Produce Trade, convenient to all Railroad Terminals and Piers.

Jersey City—Warehouses have track connections with all Freight Lines

Newark —Warehouse adjacent to the Wholesale Market center.

Main Office: 161 Chambers St., New York, N. Y.

OHIO ASSOCIATION FOR QUALITY BUYING

F. S. Jacoby, Secretary of the Ohio Egg and Poultry Association, has thrown out the following suggestions to his members.

If shippers will bear his suggestions in mind and turn them into actual practice, business and profits will increase.

Quality buying is a sign of the times and shippers must realize that whether they buy on a quality basis or not, receivers will certainly sell on that basis. The prudent shipper will therefore use the same discretion at buying time, that the receiver is compelled to use at selling time.

Mr. Jacoby says:

"Buying eggs should be on the quality basis. Good eggs should bring better prices than bad ones. The farmer, the country merchant or the shipper who has good, well packed eggs ought to receive better prices than the man who puts out low grade carelessly handled eggs.

"Eggs received at the packing house from country shippers should be rehandled and packed in new standard cases, with strong fillers and flats before final shipment to market, because:

"1. Many of the cases are improperly nailed.

"2. Stained and broken fillers, which result in further damage to the eggs, are often found in country packed cases.

3. Seldom do eggs packed by the small shipper have the proper number of division boards to the case, irregular cardboard and newspapers being substituted. Often marked and second-hand cases are used. Such irregularities cause discrimination against the corn belt egg.

"4. Country-packed cases of eggs frequently have no excelsior, no cushion filler, nor any other packing in the bottom. They have very little packing in the top of the case, and that little is improperly placed.

"5. To make a good, marketable product, cracked eggs, extremely small and dirty eggs, as well as turkey and duck eggs, should be removed from the first grade and packed separately.

"Eggs should be packed in well constructed, 30-dozen, standard, new egg cases. These may be made of cottonwood or tupelo, with the following specifications:

"Three-sixteenths inch veneers; seven-sixteenths inch ends and centers; seven-sixteenths by one and one-fourth inch cleats. A seven-sixteenth inch center board must be nailed in middle of case. The two compartments must be of the same size. This latter is very important. If it is placed to one side the eggs will be allowed to shift too much in one side of the case but not enough on the other side."

New Sterilizing Company

A new Sterilizing Company, headed by Victor Clairemont, as President and W. G. Howard as vice-president has been formed, and is known as the Clairmont Sterilized Egg Co.

The New Company controls 25 original patents.

The Clairmont process of sterilizing Eggs was originated nearly ten years ago by the President of the new organization, and has been adopted by some of the largest and most progressive operators of Eggs all over the United States.

Increasing numbers of Eggs are treated each year by the Clairmont process, and it is stated that these eggs command certain premiums over eggs not so treated.

Recently the United States Department of Agriculture gave a very interesting report of their analysis of methods of sterilizing eggs for storage purposes, and this report was published in the National Poultry, Butter & Egg Bulletin for the month of June.

The development of the sterilized process has made necessary the perfection of certain machinery to care for the grading and candling of sterilized eggs, and it is stated the new Company will place such machinery on the market in the very near future.

BETTER Gains Whiter Flesh Less Culls

When You Feed—



Can ship mixed cars of DELCO and Semi-Solid Buttermilk. Write or wire for samples and prices.

The Simmons Milling Co.

150 W. Water St.

CINCINNATI,

OHIO

**Automatic
Refrigerating
Plants**

for

**Poultry
Butter
and Egg Houses**

All the word Automatic implies

INSTALLED ONLY BY

The Automatic Refrigerating Co.

Main Office and Works: HARTFORD, CONN.

Constantly Increasing

business can only come as the result of real service and honest dealings.

Our business has been continually and rapidly increasing as a reward for giving the utmost assistance to those who ship to us. We are ready to handle expertly an ever increasing amount of butter, eggs and poultry. Accordingly we ask you to ship to us.

THE PETER FOX SONS CO.
CHICAGO

ESTABLISHED 1889

C. H. Weaver & Company
CHICAGO

Headquarters For

**BUTTER, EGGS,
FROZEN POULTRY**

Always Open for Business,
Either to Buy or Sell

**We Know the Game
We Sell Service**

An Expert in his line at the head of each department.

WE HANDLE

Poultry—Butter—Eggs

J. H. White Co.

955 Fulton Market

Telephone Monroe 2500

Do Not Overpay Your Foreign Letters

Reports coming into the Department of Commerce indicate that many American manufacturers and exporters are not taking advantage of the reduced rates of postage now applicable to many foreign countries. This is especially true with regard to Argentina, various other Latin American countries, and Spain.

The 2-cent stamp will now carry a 1-ounce letter to half a hundred foreign countries in addition to the 50,000 post offices in the United States or the post offices in any of its possessions. If your mailing department is putting 5 cents instead of 2 cents on letters to any of these places you are losing 3 cents on each letter sent out.

The following list taken from a statement issued by the Post Office Department July 27, 1922, shows the countries with which 2-cent postage rates are in effect: Argentina, Bahams, Barbados, Bermuda, Bolivia, Brazil, British Guiana, British Honduras, Canada, Colombia, Costa Rica, Cuba, Dominican Republic, Dutch West Indies, (Aruba, Bonaire, Curaco, Saba, St. Eustatius, St. Martins), Ecuador, Great Britain, Ireland, Honduras, Jamaica (including Turks, Caicos, Cayman Islands), Leeward Islands (Antigua, Barbuda, Redonda, St. Kitts or St. Christopher, Nevis, Anguilla, Dominica, Montserrat, Virgin Island), Martinique, Mexico, Newfoundland, New Zealand, Nicaragua, Panama, Peru, Salvador, Shanghai, China, Spain (including the Balearic Islands, Canary Islands, and possessions on the North African coast), Trinidad, Tobago, Western Samoa, Windward Islands (Grenada, St. Vincent, Grenadines, St. Lucia).

The rates on postal or post cards to these places varies, being 1 cent in some cases and in other 2 cents each.

There are many other details relating to classification of articles for foreign mail; limit of weight; rates on printed matter; sample of merchandise; commercial papers, etc., with which the mailing department should be thoroughly familiar. Full information on these points is contained in the United States official Postal Guide 1922-23, available cloth-bound with monthly supplements from the Superintendent of Documents, Government Printing Office, Washington, D. C. at \$1, or without the supplements at 75 cents.

Vitamine Value

Pacific Dairy Review calls attention to an error, as it considers, in the advertising campaign conducted in San Francisco to increase the consumption of eggs. The mistake is made in failure to call attention to the vitamine value of eggs. Milk and eggs, it says truly, are Nature's special foods to promote growth in the young and are rich in vitamins. The slogan: "Two eggs a day will clean up the lay—and more, too," should, its claims read: "Two eggs a day for every growing child would clean up the lay if their mothers would see it in the vitamine way."

Such an error, happily, has been avoided in the campaign started by Chicago Mercantile Exchange and adopted in several other markets. The first advertisement in the Chicago campaign appeared in Chicago Daily Tribune Wednesday of last week, and it has this to say about vitamins: "Vitamins are the food element which make children grow and put 'pep' in men and women. They are found most abundantly in yolk of eggs and fat of milk." And this truth is told in practically all the advertisements to go out in this campaign. It is a great truth that will be further emphasized as other discoveries are made along nutrition lines.—*Chicago Daily Produce.*

Make A Note to See Us

The Chicago Convention furnishes a convenient opportunity for our getting together to discuss how we can be of greater help and benefit mutually.

We need you and believe we can make ourselves valuable to you.

You will find members of our organization either at the Hotel Sherman or at our office.

The O. W. Olson Co.
Butter and Eggs
136 W. Lake St. CHICAGO
Telephone Franklin 5315

**Makes
10 Days Gain
In 5 Days**



Net 100 Lbs.
This bag contains 15% Dried Buttermilk
or an equivalent of 200 pounds fresh
buttermilk, or 50 lbs. semi-solid buttermilk

**RED COMB
CRATE FATTENER**

WITH DRIED
Buttermilk

200 Lbs.
Liquid Buttermilk

50 Lbs
Semi-solid
Buttermilk

Dilute rations produce slow gains
Concentrated rations quick gains
Gains are a question of nourishment, not time

We guarantee satisfaction

Hales & Hunter Co. Chicago, Ill.

HALES & HUNTER CO.
Chicago, Ill.

Please send me a sample of **RED COMB CRATE FATTENER** [WITH WITHOUT] **DRIED BUTTERMILK**, and delivered prices.

NAME.....

ADDRESS.....

TITE-PACK FILLERS IN DEMAND

Larger Quarters for Increasing Orders

The Tite-Pack Filler Company announces that it already has orders for approximately 100 car loads of fillers to be made up to January 1st, next, and due to this advance buying the company has been required to move into larger quarters and to take on additional equipment which enables it to engage in large scale production.

A description of the Tite-Pack Filler was published in the Bulletin for the month of July.

Oklahoma Meeting

The annual convention of the Oklahoma Poultry and Egg Association will be held at the Lee Huckins Hotel, Oklahoma City, Oklahoma, on October 25 and 26. Mr. C. O. Smith of Anadarko, Okla., is president of the Association, and those intending to attend the convention are requested to make their reservations through Mr. Smith.

New Members

At a recent meeting of the Executive Committee, applications of the following named for membership in the Association were approved.

You are requested to keep the names of new members in mind when buying or selling:

Chester E. Saxton Co., Inc., 11 Harrison St., New York City.

(Wholesale Butter and Eggs.)

The Peter Co., 401 Washington Ave., Houston, Texas.

(Turkeys, Chickens, Eggs, etc.)

Pittsburg Butter and Egg Exchange, 708 Wabash Bldg., Pittsburg, Pa.

Chemung Cold Storage Co., Inc., 735 Baldwin St., Elmira, New York.

(Cold Storage.)

E. Olin & Son, 112 East Lexington St., Independence, Mo.

G. P. Foster & Co., Denison, Texas.

(Poultry, Eggs, Butter, Pecans, Hides and Furs.)

Hurd Creamery Co., Council Bluffs, Iowa.

(Butter, Eggs, Ice, Ice Cream, Cold Storage.)

I. Fox & Sons, Inc., 194 Ft. Green Place, Brooklyn, N. Y.
(Dressed Poultry.)

LOWER EGG RATES

Reduced Carload Rates from Pacific Coast to Eastern Cities

Supplement No. 45 to Transcontinental Tariff 3 O names a reduced carload rate of \$2.60 per 100 lbs. on eggs from Pacific Coast territory to New York, Philadelphia and other cities east of Chicago.

The carriers were prevailed upon by the Pacific Egg Producers Association, the American Farm Bureau Federation, and the National Poultry, Butter and Egg Association, to petition the Interstate Commerce Commission to establish the reduced rate on short notice instead of the usual thirty day notice to the public. The carriers recognized the extreme emergency existing in the marketing of the Pacific Coast production and therefore obtained permission to make the reduction effective on October 16, 1922.

TRAFFIC DEPARTMENT

REHANDLED AND REPACKED EGGS DEFINED

Inspection Bureau Gives Definition of Current Receipts, Rehandled Current Receipts, Rehandled and Repacked Eggs.

The Consolidated Classification provides that on all shipments of eggs, except Storage Packed, Storage Packed Dirties, and Rehandled and Repacked Eggs, if not more than five per cent of the eggs are damaged, no claim will be allowed; where damage exceeds five per cent claims shall be allowed for all damage in excess of five per cent if investigation develops carrier's liability.

For the purpose of enabling Bureau representatives to determine the nature of all shipments, the Western Weighing and Inspection Bureau has issued Circular No. 483 defining Current Receipts, Rehandled and Repacked Eggs, and Rehandled Current Receipts. The definitions read as follows:

1. Current Receipts—

Eggs packed by original producers at point of production into shipping cases and tendered to carriers without being disturbed by country dealers or shippers.

Subject to 5% deduction on account of the possibility of breakage between the time of packing and delivery to carriers.

2. Rehandled Current Receipts—

Eggs rehandled by country dealers or shippers as received from original producers and packed or repacked into shipping cases but defective, broken or cracked eggs not removed.

Subject to 5% deduction on account of defective eggs not being removed and also on account of the possibility of breakage between the time of original packing and delivery to carriers.

3. Rehandled and Repacked Eggs—

Eggs rehandled and repacked by country dealers and shippers into shipping cases in the matter prescribed by the Classification and all defective, broken and cracked eggs eliminated but not necessarily candled or graded according to size.

Not subject to 5% deduction because no defective, broken or cracked eggs have been repacked and all eggs tendered for shipment are in perfect condition.

The Western Weighing and Inspection Bureau's Circular containing the above definitions was mailed only to the Bureau's representatives.

Transportation for Caretakers

The Southwestern Freight Bureau has for consideration and is handling under its Subject No. 6206 an application filed by carriers to establish the following rules covering transportation for caretakers of Live Poultry shipments between points in Southwestern Territory.

"The following rules cover the transportation of caretakers in charge of Live Poultry and apply on shipments consisting of one or more carloads (as designated) when made by one consignor.

FIRST—One man each way in charge of one to five cars of Live Poultry from the one owner on the same train.

SECOND—Two men each way in charge of six to ten cars of Live Poultry which is the maximum number of men that will be passed with six to ten cars of Live Poultry for one owner on the same train.

THIRD—Three men each way in charge of eleven or more cars of Live Poultry, which is the maximum number that will be passed with Live Poultry for one owner on the same train.

FOURTH—Caretakers' return transportation for men in charge of Live Poultry to be presented within sixty days after date of contract, the return passage to be commenced within twenty-four hours after the issuance of caretakers' return transportation.

FIFTH—Women and minors not to be passed in charge of Live Poultry.

SIXTH—No caretakers' return transportation will be issued to parties who do not accompany the shipment, and agents and others are required to see that in issuing contract, no names are inserted therein, but those of the party or parties actually with the Poultry; and the signatures of the parties whose names are thus inserted must be shown upon the contract as a means of identification.

SEVENTH—When Live Poultry is shipped without caretakers in charge the contract must be endorsed "No caretaker in charge. This contract is not good for return transportation."

EIGHTH—When one caretaker accompanies separate shipments of Live Poultry on same train, contracts, except those covering minimum number of cars, for which return transportation will be given, must be marked by the issuing Agent "Not good for return transportation."

In justification for the above rules the carriers state that the rules are desired in order to provide for the furnishing by caretakers of proper identification on which to obtain return transportation.

ESTABLISHED 1894

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Ship to Coyne."*

**LIVE AND DRESSED POULTRY
CREAMERY BUTTER
FRESH AND STORAGE EGGS**

Carlots or Less

MEMBERS

Chicago Mercantile Exchange Clearing House

Financial Responsibility Exceeds \$200,000.00

Coyne Brothers

119 W. Southwater Street
CHICAGO

THE NATIONAL PRODUCE BANK
OF CHICAGO
CLARK AND RANDOLPH STREETS

TOTAL RESOURCES \$7,000,000.00

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JOHN W. LOW.....Vice-President
RALPH N. BALLOU.....Cashier
H. B. AHRENSFELD.....Asst. Cashier
WM. F. GLEASON.....Asst. Cashier
CECIL A. EVANS.....Asst. Cashier

DIRECTORS

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Fruit & Produce Commission Merchants
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Hanover Fire Insurance Co.
W. C. SHURTLEFF, Vice-Pres. & Treas.
Fuller-Morrison Co., Wholesale Druggist
F. W. MORF,
C. H. Weaver & Co., Commission Merchants.
THOS. C. BLAYNEY, President
Riverside State Bank, Riverside, Ill.
CLYDE T. HAYS, Treasurer
Beatrice Creamery Co.
FREDERICK N. PEASE, Western Representative
Williams & Peters, Coal.
RALPH N. BALLOU, Cashier
EDWIN L. WAGNER, President.

Holland Butter Co.

121-123 W. Austin Ave. CHICAGO, ILL.

RECEIVERS—DISTRIBUTERS

Butter—Eggs—Cheese

Correspondence
SolicitedReferences: National Produce Bank, Chicago
Dun's and Bradstreet's

Edson Brothers

Established 1885

**Butter, Cheese
Eggs and
Poultry**

110-112 Dock Street
Philadelphia - Pennsylvania

**Industrial
Cold Storage and Warehouse Co.**
Philadelphia, Pa.

Located on Philadelphia & Reading Terminal, connecting with all Refrigerator Lines. Bill all shipments our care, "Philadelphia & Reading Ry. Delivery." No switching Charges. Unequaled facilities for the handling of and caring for **Poultry, Butter, and Eggs**. Liberal advances. Rates consistent with the efficiency of "The House of Service."

Lower Minimum on Live Poultry

The Trans-Continental Freight Bureau has for consideration and is handling under Subject No. 3131 (corrected) an application filed by shippers to amend item 2875-A of Trans-Continental Tariff 1-U naming west bound rates on live poultry to the Pacific Coast, by reducing the minimum carload weight from 20,000 to 18,000 lbs. per car.

The application also requests that the cars be permitted to stop in transit to complete loading; that no charges will be made on less than 10 sacks of feed remaining in car at destination.

Live Poultry From Texas

In the September issue of the Bulletin members were informed of an increase in the carload rates on live poultry from Texas points in "Common Point" and "Dallas-Fort Worth" Groups to New York, N. Y.; Hoboken, N. J. and Philadelphia, Pa.

At the request of the National Poultry, Butter and Egg Association, the rate of \$2.96½ to New York and Hoboken was reduced to \$2.96 and the rate of \$2.94½ reduced to \$2.94 per 100 lbs. The lower rates will become effective October 21, 1922, in Supplement 17 to Agent Leland Tariff No. 20-F.

Butter and Eggs

The Western Trunk Line Committee is handling under Subject No. 2194-A a proposal to increase the carload and less carload rate on butter and eggs from Topeka, Kan., to Memphis, Tenn. The present rates are 90c carload and \$1.12½ less carload, and the proposed rates \$1.02 and \$1.35½ per 100 lbs..

Export Rate on Eggs

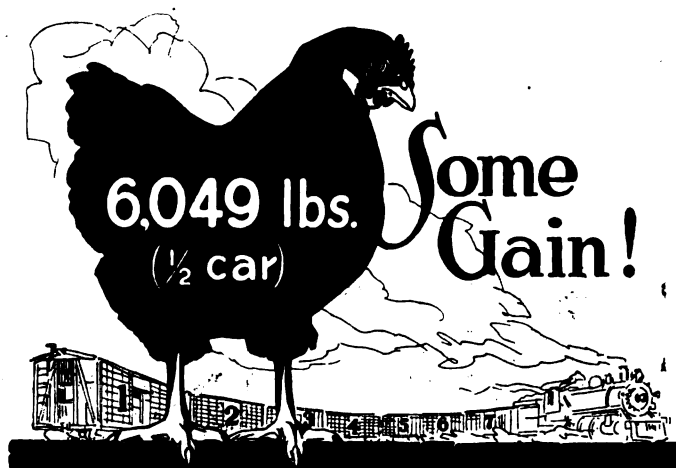
Supplement No. 25 to Agent Boyd's Tariff 1016-A publishes a reduced carload rate of \$1.15 to the Gulf Ports and \$1.54 per 100 lbs to Key West and Tampa, Fla., on shipments from Guthrie, Okla.

Supplement No. 26 to the same tariff publishes a reduced carload rate of \$1.38½ to the Gulf Ports and \$1.82 per 100 lbs. to Key West and Tampa, Fla. on shipments from Garnet, Kan.

The above rates became effective September 15, 1922 and apply only on egg shipments destined to Cuba.

Stop in Transit

The Southwestern Freight Bureau is handling under Subject No. 6374 a proposal to amend item 522-A of S. W. L. Classification Exceptions, to provide that shipments of Butter, Eggs, Dressed Poultry and Live Poultry, in straight or mixed carloads, will be allowed stopover privileges, to complete loading, at Waco, Tex., and Waco will be considered intermediate where Bremond, Tex., is in direct line of transit.



**Gained enroute in 1 week
more than 3 tons of live poultry
in 7 cars shipped**

An Iowa shipper (name on request) shipped seven cars during the last week of August to New York, the birds being fed enroute on Purina Chicken Fatena. He obtained a nice gain on every car.

Gain per car	1071 lbs. Gain
	299 lbs. Gain
	387 lbs. Gain
	781 lbs. Gain
	693 lbs. Gain
	1024 lbs. Gain
	1794 lbs. Gain

**864 lbs.
Gain
Average**

**Total 6049 lbs. Gain
in 7 cars**

Nothing exceptional about this! If you are taking a loss enroute or gaining less than the above, you are losing good money that you might as well put in your pocket. Try Fatena. Feed one lot the old way—feed another lot the Purina Weigh—keep records. Write today.

Feed Purina Chicken Fatena

from
**Checkerboard
Bags**

Purina Mills
987 Gratiot St.
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Ft. Worth

Nashville

Buffalo



Butter — POULTRY — Eggs

Store in Chicago's newest, most progressive cold storage warehouse

Merchants and shippers holding their goods in Chicago are not confined by freight charges to doing business in one locality. They have the pick of the entire market. Like kings in checkers, they can jump both ways

The Fulton Market is as strategically located in Chicago as Chicago is in the country. To store in the Fulton Market is to begin with a great advantage

In the heart of the Fulton and Randolph Markets Close to South Water St., yet out of the congested Loop District



Take advantage of our Low Insurance, Liberal advances and Superior Service

Served by Penna. and C. M. & St. P. R. R., Direct connections with all railroads entering Chicago

Consign cars our care, C. M. & St. P. R. R., Morgan St. delivery

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OUR SERVICE ELIMINATES COMPETITION

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STERILIZED EGGS

Clairemont Egg Sterilizing Machines and Grader in operation at the National Convention, October 16th—17th

*South End Mezzanine Floor
Sherman Hotel, Chicago*



Clairemont Sterilized Egg Company

160 N. Market Street

Chicago, Ill.

Victor Clairemont, President

Phone: Franklin 5334

W. G. Howard, Vice President

Express Rate Investigation

The Interstate Commerce Commission has instituted a general inquiry concerning express rates—the inquiry will also include service or lack of service rendered by the express company.

The inquiry is assigned for hearing October 30, 1922, at ten o'clock in the morning, at the offices of the Interstate Commerce Commission, Washington, D. C. before Examiners Barclay and Mullen.

The Executive Committee of the National Poultry, Butter and Egg Association is now preparing a questionnaire which will be sent to all members. The purpose of this questionnaire is to obtain the facts and views of every express shipper and express receiver in regard to the rates and services being charged and performed for such shippers by the express company. Whether the Interstate Commerce Commission will grant a general reduction on poultry, butter, eggs, cheese, milk, cream and other products in which members are interested will depend largely upon the responses received to the questionnaire.

The Executive Committee wants to impress upon each member that the activity of the Association in this matter depends entirely upon the interest the members of the Association take. It is therefore urged that all members answer the questionnaire fully and completely and return same to the Executive Offices immediately. Members are also urged, that in the event the questionnaire does not fully cover the conditions, that separate letters, covering the situation in full be written and sent with the questionnaire. Heretofore express shippers have stood in their own way of getting needed relief and if at this time they need relief they must make their wants known as no person is capable of doing it for them.

Stop in Transit Charge

Supplement No. 11 to Northern Pacific Tariff 413-J, effective October 12, 1922 reduces the stop charge from \$6.30 per car for each stop to \$2.50 per car for each stop. The stop charge applies in connection with shipments of butter, eggs, cheese and dressed poultry, stopped at directly intermediate points to finish loading. The reduced charge of \$2.50 per car applies only on shipments moving between points in the state of Minnesota and when the cars are not set out of the train at the stopping points.

A similar reduction is published by the Great Northern Railway effective October 4, 1922, in Supplement No. 10 to G. N. Tariff 600-E.

Butter, Eggs, Poultry

The Western Trunk Line Committee has for consideration and is handling under its Subject No. 2596-A, an application to reduce the carload rates on butter, eggs and dressed poultry from Ortonville, Minn., to Chicago, Ill. The present rate is 99c and it is proposed to establish a rate of 83½c per 100 lbs.

Look for the "White Rooster"

—ON THE BALCONY—

Hotel Sherman, Oct. 16th and 17th

CALL AND SEE US AT

Space—North End—Mezzanine Floor

A—TO—Z POULTRY— FATTENER

Figures Best by Actual Test

THE formulas have been devised by exact reports taken by live car feeders and by the feeders in charge of the live stock plants where station feeding is of greatest importance. The various ingredients and analysis permanent with the exception that the proportions are changed to accommodate climatic conditions. That is your protection and you can depend upon these rations at any season.

Greatest Gain at Least Cost!

IN offering these great products to the trade we want you to subject them to every test possible for your entire satisfaction. Mix up a large sample and see the moisture absorbed—observe for or your own satisfaction how uniform the "batter" maintains its substance. No settling on the bottom; no "fluff" or fiber arises to the surface because the ingredients are strictly quality products before they are scientifically mixed and they "stand-up" under any test.

Write for Complete Facts or Phone Monroe 4656.
We will get it to your car any place or at any time.

**WESTERN FEED
MANUFACTURERS. INC.**
345 North Elizabeth Street
Chicago, Ill.

Look for the "White Rooster"
at the Sherman—Oct. 16th & 17th

1891 GALLAGHER BROTHERS 1922

SPECIALIZING IN

BUTTER and EGGS

Car Lots or Less

One of Chicago's Largest Receivers and Distributors

Correspondence solicited

165 West South Water Street

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ESTABLISHED 38 YEARS

B FOR THE
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AYRSHIRE BRAND

WHOLEMILK
CREAMERY
BUTTER

Tubs—1lb. Prints— $\frac{1}{4}$ lb. Prints

H. C. Christians Company

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Main Office and Factory, Johnson Creek, Wisconsin

PITTSBURGH

The greatest industrial city in the world. Iron and glass the chief products. Population of the community over 1,000,000.

The Iron City Produce Company, Inc., is one of the agencies through which this vast population obtain their food supplies. Shippers of farm produce receive through this firm the best and most prompt returns for consignments of

FRUITS, VEGETABLES, POULTRY
EGGS AND BUTTER

Our Aim—Service Best

Located in the heart of the produce district.
Write or Wire and get quick response.

IRON CITY PRODUCE CO.

(Incorporated)

56-58-60 21st Street

Cable Address—ICPECO

PITTSBURG, PA.

CAPITAL, \$100,000.00

Chas. Muehlbonner, Pres.

Chas. Blicke, Gen. Mgr.

Up-to-the-minute Market Information

in regard to Butter and Eggs—Spot and Future deliveries—is contained in our "Special Service Market Letter." Issued daily.

Do you want it?

Merrill & Eldredge

158-160-162 N. Market St.

Chicago

Higher Butter Rates

The Western Trunk Line Committee has for consideration and is handling under Subject No. 918-A, a proposal made by carriers to increase the less carload rates on butter from St. Paul and Minneapolis to Mississippi Valley Points.

The present and proposed rates from St. Paul are as follows:

To—	Present	Proposed
Memphis, Tenn.	163½	174½
Helena, Ark.	176½	185
Greenville, Miss.	176½	214
Vicksburg, Miss.	176½	214
Natchez, Miss.	176½	214
New Orleans, La.	176½	214

Lower Egg Rate Denied

In the April issue of the Bulletin attention of the members was directed to Subject 2194 of the Western Trunk Line Committee concerning an application filed by shippers to establish a reduced carload rate of \$1.20 per 100 pounds on eggs from Wichita, Kan. and intermediate points to Memphis, Tenn.

The Executive Office is now in receipt of advice stating that the Western Trunk Line Committee did not approve of the proposed reduced rate.

Lower Rates on Quills

The Consolidated Classification Committee has for consideration, a proposal made by carriers to reduce the classification carload rating in Southern Territory on quills, from one and one-half times first class to second class.

Hearings of the Consolidated Classification Committee will begin on October 10, 1922, in Room 1830 of the Transportation Bldg., Chicago, Ill.; October 17, 1922, in Room 408, 143 Liberty St., New York, N. Y., and October 25, 1922, in Room 215, Transportation Bldg., Atlanta, Ga.

Stop in Transit

The Western Trunk Line Committee has for consideration and is handling under its Subject No. 1958-A, an application filed by shippers to extend the stopping in transit privilege applicable on live poultry, carloads, in Colorado, Kansas, Missouri, Nebraska and South Dakota, to also apply where the stopping point is not directly intermediate. The charge proposed for the out of line haul service is 2c per ton per mile.

Free Return of Floor Racks

After a long and hard fight, the National Poultry, Butter and Egg Association finally succeeded in convincing the western carriers of the injustice of requiring the shippers to pay freight charges for the return of shipper's racks.

A rule is now published in Supplement No. 33 to W. T. L. Circular 1-P effective October 1, 1922 and Supplement No. 34 effective October 15, 1922, on Wisconsin state traffic, which provides for the return of the racks, free from transportation charges, when such racks were used in the transportation of cheese, butter, butterine, oleomargarine, eggs, dressed poultry, fresh fish, fresh meat and packing house products.

On the Lookout

for more business all the time.

If you buy, sell or consign

EGGS, BUTTER OR POULTRY

get in touch with us. Less than carload lots we handle on commission. We also fill orders to buy or sell on Clearing House. Wire or phone your wants.

Phones Franklin
1583—1598—1599

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"The House of Service"

325 W. So. Water St., Chicago

See Us at Room 104, Hotel Sherman, Chicago
Convention—Oct., 16-17

A. S. Kuhn Co.

Buy—Sell

WILL PAY
LIBERAL
DRAFTS

EGGS

FULL
PRICES
QUICK
RETURNS

208 North Wells Street

CHICAGO

ILL.

Storage in Transit

A storage in transit privilege at Rochester, Ind. has been established by the Lake Erie and Western Railroad and is published to become effective October 25, 1922, in Supplement No. 6 to L. E. & W. Tariff No. 920-B.

The privilege applies on shipments of Butter, Eggs, Cheese and Dressed Poultry in straight or mixed lots of 20,000 pounds or over, originating at points on the L. E. & W. R. R., also at points beyond the Mississippi River, when moving into Rochester, Ind. via the L. E. & W. R. R., and moving out of Rochester via the L. E. & W. R. R., in connection with the N. Y. C. St. L. R. R. to Buffalo and intermediate points, also to points beyond Buffalo, N. Y.



**Steel
Pyramid Poultry
Shipping Coops**

REDUCE SHRINKAGE

Weigh much less — save transportation charges. Provide perfect ventilation system — conserve weight of birds. Made of steel, electrically welded — can't crush down, last longer in service. "Pyramid" shape permits nesting empties. Tell us how many coops you require a year and we will give you a definite idea how much you can save by standardizing on "Steel Pyramids." Descriptive circular and prices mailed promptly to shippers.

UNITED STEEL & WIRE CO.
Dept. (N P), Battle Creek
Michigan

HANCE BROTHERS COMPANY

DRESSED POULTRY

DONT OVERLOOK THIS

EFFICIENT SERVICE, CONSERVATIVE ADVICE, AND FULL MARKFT VALUE, CONSIGN YOUR POULTRY TO

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COMMISSION MERCHANTS
32 BLOOMFIELD ST. NEW YORK

WEST WASHINGTON MARKET

WATSON & KELLY
320 W. South Water St.
Poultry, Veal and Game
CHICAGO

F. M. HEGGIE
WHOLESALE
BUTTER—EGGS—POULTRY
208 NORTH WELLS ST. CHICAGO

B. W. OTIS & CO.
Commission Receivers of **DRESSED POULTRY**
West Washington Market New York
Reference: New York County Nat'l Bank or any Commercial Agency

EGGS
CUTLER
NEW YORK
331 Greenwich Street


J. M. Klein **DRESSED POULTRY**
329 Washington Street
NEW YORK
REFERENCES: All Commerical Agencies: National Poultry, Butter and Egg Association

Willis S. Herrick
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Specialize in
INSURANCE
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Association

WORKMAN'S COMPENSATION INSURANCE
LIABILITY AND AUTOMOBILE INSURANCE

DAVIS ROD COOPS



Strong—Durable
Weight Only 18 Lbs.

Strong rods with Iron Bolts in corners
The Fastest Selling Coop Made

Write for Prices

THE DAVIS LUMBER COMPANY
MARTINSVILLE INDIA, NA

TO OBTAIN RESULTS—ADVERTISE IN
THE NATIONAL POULTRY, BUTTER & EGG BULLETIN
A Direct Advertising Medium

Write for our Advertising Rate Sheet

We are sending four gentlemen to see you

They will attend the National Poultry, Butter and Egg Association Convention to be held in Chicago, October 16th and 17th, and will make their headquarters at the Hotel Sherman, where they will be delighted to meet you. You will find their booth on the Mezzanine Floor.

Make a note now to see these gentlemen while you are attending the Convention. They are:

Mr. Jesse M. Dietz
Mr. Wm. Park

Mr. Geo. M. Dunlap, Jr.
Mr. James Murdock

all of Philadelphia

MR. J. A. SIMONS, at St. Paul, Minn.
(Our Western Representative)



Executive Offices and Warehouses: Philadelphia, Pa.

Express Shipments to Canada

The American Express Co. has published in Supplement No. 1 to Circular 5-B, effective October 1st, 1922, the new custom regulations and requirements of the Canadian Government in regard to invoices for shipments exported from the United States to Canada or Newfoundland.

Only the amended forms of invoices as appearing in the Supplement will be acceptable to the Canadian Customs on and after October 1st, 1922.

Live Poultry

The Southwestern Freight Bureau is handling under its Subject No. 6502 an application filed by shippers to establish a rate of 77½c per 100 lbs. on Live Poultry, carloads, from Mena, Ark. to Kansas City, Mo., and a rate of 84½c per 100 lbs. to St. Louis, Mo.

The shippers at Mena, Ark. contend that the present rates are prohibitive.

Penalty on Egg Shipments

The Western carriers have published a rule providing for an additional charge of 25 per cent on the entire car when the cases, boxes or carriers do not conform in whole or in part to the requirements of the

classification, or when the eggs are not packed in accordance with the classification requirements. This penalty is applicable only to carload shipments which move under commodity rates. The rule is published in Supplement No. 1 to W. T. L. Circular 17-C and is to become effective October 1st, 1922.

A similar rule is also published in Supplement No. 7 to Union Pacific Tariff 100-C effective October 5th, 1922.

Egg Case Fillers

The Southern Rate Committee has for consideration, and is handling under its Subject No. 7295, an application filed by shippers to establish a reduced carload rate on egg case fillers, minimum weight 50,000 pounds, from Evansville, Ind. to Nashville, Tenn. The present rate is 44c and the proposed rate is 25c per 100 lbs.

BOSTON — is one of the best markets
— for Poultry and Eggs —
the public in New England
are prosperous and are ready to receive your offerings through

A. & O. W. Mead & Co.

BOSTON - - - MASS.

ESTABLISHED 1879

***Our Produce Sense Will
Produce Dollars for You***

So

*Consign or sell your***BUTTER-EGGS-POULTRY**

To

S. S. BORDEN CO.218-220 West South Water St.
CHICAGO**Nice & Schrieber Co.**

Established 1846

**BUTTER
EGGS &
CHEESE****Philadelphia****William J. Haire Company
BUTTER—CHEESE—EGGS**

29 and 30 So. Market St. 21 and 22 Chatham St.

BOSTON, MASSACHUSETTS**FRANK SWEENEY****Wholesale Butter and Eggs**

BUYERS—SELLERS—BROKERS

"Quality and Value Experts"

192 N. CLARK ST.

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Jewell Brothers

INC.

COMMISSION MERCHANTS

Dressed Poultry, Eggs, etc.

25-31 Loew Ave. 26-28 Bloomfield St.

West Washington Market

NEW YORK**FRED HEGER
LIVE POULTRY and EGGS
ST. LOUIS, MO.**

Established 1883

Butter, Eggs and Dressed Poultry

For the quickest and most efficient service and for best net results—TRY US

CRAWFORD & LEHMAN

Liberal advances

31 South Water Street, Philadelphia

ZIMMER & DUNKAK, Inc.

173-175 Duane Street, New York City

Want Fresh and Refrigerator

E G G SWrite or wire us. You will like our way of
doing business.

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COOPER & SISSON

Receivers and Wholesale Dealers

BUTTER, CHEESE & EGGS

73 to 81 Dyer Street,

Providence, R. I.

Established 1862

GOLDEN & COMPANY**Butter, Eggs, Poultry, Fruits**

WASHINGTON, D. C.

H. T. Pond Co.**:: :: EGGS AND :: ::
DRESSED POULTRY**

361 Washington St.

New York - - - - N. Y.

Get in Touch with Us

ROSTER

National Poultry, Butter & Egg Association

NOTE: Members should keep in mind that our Membership Ledgers—not this Roster—constitute the highest authority regarding every membership. Extra care is taken to see that every name and address is correctly shown in the Roster. But in making corrections and adding new names constantly it happens now and then that printers make new errors or leave out names or addresses inadvertently. Pressure of work in the Executive Secretary's office precludes checking the Roster with the Membership Ledgers before going to press every month, though this is done as often as possible.

ALABAMA

B. R. MARTIN & Bro., Box 37, Florence.

ARIZONA

JOHN F. BARKER Co. Box 1380, Phoenix.

ARKANSAS

McHENRY & BRYAN, Fayetteville.

OZARK POULTRY & EGG Co., Fayetteville.

M. L. PRICE, Secy., Arkansas Poultry and Egg Dealers Assn., Fayetteville.

W. R. WHITE PRODUCE Co., P. O. Box 262, Texarkana, Ark.-Tex.

AUSTRALIA

P. DUFFY, Sydney.

CANADA

ALGOMA PRODUCE Co., Sault Ste. Marie, Ontario.

P. BURNS & Co., Calgary, Alberta.

CANADIAN PACKING Co., Toronto, Ont.

R. B. COLWELL, Box 1018, Halifax, N. S.

T. J. COYLE & Co., 507 Lindsay Bldg., Winnipeg, Man.

THE WM. DAVIES Co., Ltd., Toronto, Ont.

THOS. ELLIOTT, c/o Dominion Prod. Co., Winnipeg, Man.

GUNN, LANGLOIS & Co., Ltd., 105 St. Paul St. East, Montreal.

GUNN'S LIMITED, West Toronto, Ont.

H. C. KERSTEN, c/o Crescent Cry. Co., Winnipeg.

LEMON BROS., Owen Sound, Ont.

JAS. J. MURRAY, Mgr., Produce Dept., c/o The Codville Co., Ltd., Winnipeg, Man.

CALIFORNIA

CALIFORNIA POULTRY Co., 315 Washington St., San Francisco.

HARBAUGH & Co., 425 Washington St., San Francisco.

ISLETON PRODUCE Co., 109 Clay St., San Francisco.

KING & LAYTON, 310 Clay St., San Francisco.

MAKINS PRODUCE Co., 310 Davis St., San Francisco.

McCULLOUGH PROVISION Co., 2621 Main St., San Francisco.

MONOTTI-LARIMER, 250 Sacramento St., San Francisco.

NYE & NISSEN, 424 Clay St., San Francisco.

PACIFIC EGG PRODUCERS, 700 Front St., San Francisco.

W. R. RODENBERGER, 325 Davis St., San Francisco.

CARL SCHALLINGER, 310 Clay St., San Francisco.

WILSEY BENNETT Co., 352 Front St., San Francisco.

COLORADO

BEAR PRODUCE Co., 1515 Market St., Denver.

GREEN BROS. FRUIT & PROD. Co., Market & 16th Sts., Denver.

PINKETT BROS. PROD. Co., 1537 Market St., Denver.

THE RHODES RANCH EGG Co., 1525-27 Market St., Denver.

CONNECTICUT

L. C. BATES Co., 46 George St., New Haven.

P. BERRY & SONS, 390 Windsor St., Hartford.

CUBA

ARMANDO ARMAND & SON, 17 Sol St., Havana.

FRANK BOWMAN Co., San Ignacio 13, P. O. Box 471, Havana.

DISTRICT OF COLUMBIA

THE CARTER Co., 208 Tenth St., N. W., Washington.

W. G. CARTER, c/o Golden & Co., 922 Louisiana Ave., Washington.

FLORIDA

C. G. HILDERLEY, Box 696, Tampa.

T. F. SMITH, c/o Mutual Produce Exchange, Jacksonville, Fla.

ILLINOIS

ERNEST APEL, 209 N. Main St., Galena.

FRANK ATLESS PROD. Co., Lincoln.

B. & H. PRODUCE Co., Mt. Vernon.

C. F. BISHOP & Co., 220 N. Front St., Quincy.

G. W. BLACKBURN & Co., Fairfield.

BLOOMINGTON PROD. Co., Bloomington.

H. A. BURNS PROD. Co., Thompsonville.

CAPPEL GARRARD Co., Peoria.

CASH PRODUCE HOUSE, W. W. WILDERMAN, Prop., 406 E. Main St., Belleville.

L. E. CHAPIN, Tampico, Ill.

E. B. CLEFF, Birds.

H. A. COLEMAN, Palmyra.

DAVIS CLEAVER PRODUCE Co., Quincy.

DENNIS PRODUCE Co., Bowen.

T. E. DICKINSON, Tuscola.

ADOLPH G. DOHM, Carlinville.

GEO. W. FREY PRODUCE Co., Mendota.

C. A. FIELD Co., Newton.

FISHER PRODUCE Co., Fisher.

GRADY BROS., Cuba.

FRANK GRAMPP, Princeton.

L. G. GRAMPP PROD. Co., Dixon.

H. R. GRANT, c/o Collins Produce Co., Flora.

WM. E. GREEN, Henry.

E. J. GROSSENBURG, Woodhull.

HAGIST JETT PRODUCE Co., Box 64, E. St. Louis, Ill.

P. O. HALLBECK & SON, West Salem.

C. L. HATFIELD, Decatur.

F. HOUSER & SON, Lena.

W. A. JOY, 119 N. 9th St., Springfield.

KINSALL PRODUCE Co., Ridgway.

MANNING & MANNING, Morrisonville.

G. E. MERRILL, Avon.

W. D. MILLER & SON, Newton.

MINONK PRODUCE Co., Minonk.

MONEY PRODUCE Co., Yale.

B. S. PEARSALL BUTTER Co., 51 N. State St., Elgin.

PEORIA CREAMERY Co., Peoria.

A. D. PERRIN & SON, Wyand.

HAROLD G. PETERSON, 2200 Lincoln St., Evanston.

PIONEER CREAMERY Co., Galesburg.

F. A. PRUETT & SONS, Third & Monroe Sts., Kimmunity.

REITZEL BROS. Sterling.

SCHWARTZ & BOWMAN, Stockton.

L. E. SNAPP & SONS, INC., 17 Mill St., Georgetown.

SORENTO PRODUCE Co., Sorento.

GEO. H. SPENGLER, 10th & Capitol Ave., Springfield.

W. H. STANLEY & SON, Newton.

STARR ICE & PRODUCE Co., Rushville.

H. J. SWAN & Co., Fairfield.

SUGAR CREEK CREAMERY Co., Danville.

E. H. TAMME, Orion.

JACOB TICK, Clinton.

P. H. UTTERBACK, Oblong.

I. A. WALLINS, INC., Decatur.

H. C. WEINRICH & Co., Cambridge.

WENONA PRODUCE Co., Box 214, Wenona.

J. F. WILLIAMS & SON, Apple River.

J. W. WILSON & Co., Stewardson.

C. C. WRIGHT, McLeansboro.

WRIGHT-MAULDING Co., Dahlgren.

A. J. WRIGLEY, Wyoming.

Chicago

B. AARON & SONS, 56 W. South Water St.

THEODORE AARON, INC., 204-208 N. Wells St.

AMAN & ENDERS, 132 W. South Water St.

ARMOUR & Co., Produce Dept.

BATTERMAN & KOELLING, 949 Fulton Market.

BEATRICE CREAMERY Co., 1526 S. State St.

BICKLEY, EDMUNDS & FINNELL, INC., 216 N. Wells St.

AMOS BIRD Co., 1314 So. Canal St.

BLUE VALLEY CREAMERY Co., 700 S. Clinton St.

S. S. BORDEN Co., 220 W. South Water St.

BOWMAN & Co., 136 W. Lake St.

JOHN L. BRINK Co., 166 W. So. Water St.

BRINK & PILAT, 214 W. South Water St.

PETER BRITTEN SONS, 2 Fulton Market.

H. L. BROWN & SONS, 953 Fulton Market.

BICKLEY, FINNELL & WIMPLE, INC., 216 N. Wells St.
 G. W. BULL & Co., 26 W. Kinzie St.
 BURD BROS., 206 W. So. Water St.
 E. F. BUSCH & Co., 208 N. Wells St.
 CARNATION MILK PRODUCTS Co., 220 S. State St.
 COHEN & Co., 108 W. South Water St.
 H. B. COLLINS, c/o Swift & Co., U. S. Yards.
 COYNE BROS., 119 W. South Water St.
 CROMER & BROWN, 212 N. Wells St.
 CUDAHY PACKING CO., PRODUCE DEPT., Harris Trust Bldg.
 THEO. CUNY, 320 W. South Water St.
 DAUBER BROS., 1132-1134 Fulton Market.
 JNO. R. DEISHER Co., 954 Fulton Market.
 DITTMANN & Co., 125 N. Union St.
 W. F. DRENNAN & Co., 25 W. Kinzie St.
 JOSEPH DUSEK Co., 726 W. Randolph St.
 WM. EBELING, 702 W. Randolph St.
 M. H. EICHENGREEN & Co., 227 N. LaSalle
 HARRY H. FIELD & Co., 208 N. Wells St.
 FINNERMAN BROS., 320 W. So. Water St.
 FORD-GUSTAFSON & Co., 192 N. Clark St.
 PETER FOX SONS Co., 168 W. So. Water St.
 GALLAGHER BROS., 165 W. South Water St.
 ALEXANDER GETZ, 1016-1022 Fulton Mkt.
 GETZ & BRODSKY, 326 W. So. Water St.
 I. J. GINSBERG, 192 N. Clark St.
 R. GERBER & Co., 327 W. So. Water St.
 GOLDENBERG BROS., 718 W. Randolph St.
 M. & J. GOLDENBERG, 2349 Milwaukee Ave.
 MOSES GRAY & Co., 160 W. So. Water St.
 J. H. GREENHALGH & Co., 4403 Sheridan Rd.
 GRIDLEY MAXON Co., 25 W. So. Water St.
 GUGGENHEIM BROS., 916 Fulton Market.
 F. M. HEGGIE, 208 N. Wells St.
 A. F. HEIDKE & SONS, 845 Fulton St.
 FRANK G. HEILMAN, 945-947 Fulton Mkt.
 J. S. HOFFMAN COMPANY, 219-221 N. Franklin St.
 HOLLAND BUTTER Co., 121 W. Austin Ave.
 W. G. HOWARD & Co., 229 N. Wells St.
 HUNTER WALTON & Co., 35 W. Kinzie St.
 S. KATZ & Co., INC., 208 No. Wells St.
 KEAN & STRYKER, 716 W. Randolph St.
 F. J. L. KOLB, c/o Great A. & P. Tea Co., 2101 W. 39th St.
 GEO. T. KRUSE & Co., 708 W. Randolph St.
 A. S. KUHN Co., 208 N. Wells St.
 LEPMAN & Co., 208 N. Wells St.
 I. H. MARKS POULTRY Co., 168 W. So. Water St.
 MAX MALTER Co., 816 W. Randolph St.
 MAURICE MANDEVILLE, 160 N. Market St.
 WOLF MALTER, 910 Fulton Market.
 R. MANGAN & Co., 819 W. Randolph St.
 JOHN V. MCCARTHY Co., 136 W. Lake St.
 C. E. MCNEILL & Co., 325 W. So. Water St.
 MERRILL & ELDRIDGE, 160 N. Market St.
 GEO. MEYER & Co., 228 W. South Water St.
 JOS. T. MILNARIK, 136 W. Lake St.
 W. S. MOORE, 206 N. Wells St.
 A. M. MULLIN, 303 W. So. Water St.
 MUTUAL PRODUCE Co., 922 Fulton St.
 MURMANN & KARSTEN, 222 W. So. Water St.
 NATIONAL EGG Co., 160 N. Market St.
 NATIONAL PROD. Co., 208 N. Wells St.
 AD. NEWMAN & SON, 4420 S. Ashland Ave.
 O'HEARN & SHERMAN, 64 S. Water St.
 THOS. E. O'NEILL Co., 218 N. Wells St.
 JOHN OLDENBURG Co., 208 N. Wells St.
 O. W. OLSON Co., 136 W. Lake St.

MORRIS OYSON Co., 30 N. Green St.
 OXLEY & RICHTER Co., 208 N. Wells St.
 PRESSBURGER & OLDENBURG, 706 W. Randolph St.
 G. W. RANDALL & Co., 211 W. South Water St.
 B. W. REDFEARN, 208 N. Wells St.
 HARRY H. REDFEARN & Co., 208 N. Wells St.
 ED. RUEB & Co., 703 W. Randolph St.
 M. P. RUTLEDGE, 1111-1113 Fulton Market.
 JOHN SANDER, 1053-1055 W. Lake St.
 SCHRIEBER & FALKER, 136 W. Lake St.
 SCHWEIZER COMMISSION Co., 654 W. 63rd St.
 JOHN M. SHAWHAN, 136 W. Lake St.
 GEO. S. SLOAN & SONS, 62 W. So. Water St.
 SNYDER, HARRY, Co., 223 W. So. Water St.
 F. J. SOKOL, 208 N. Wells St.
 SPANGENBERG & Co., 48 W. Kinzie St.
 STANDARD COMMISSION Co., 329 W. So. Water St.
 STEFFEY BROS., 118 W. So. Water St.
 FRANK SWEENEY, 192 N. Clark St.
 ED. TERMAN & Co., 321 W. So. Water St.
 TITMAN EGG Co., INC., 400 N. Elizabeth St.
 JOHN R. TYLER Co., 208 N. Wells St.
 A. T. ULLMANN Co., 1014 Fulton St.
 WASKOW BUTTER Co., 346 W. So. Water St.
 WATSON & KELLEY, 320 W. South Water St.
 C. H. WEAVER & Co., 67 W. South Water St.
 WEINBERG BROS. & Co., 324 W. South Water St.
 WENDEL & BRIGGS, 951 Fulton Market.
 O. E. WHITCOMB & SON, 210 W. South Water St.
 J. H. WHITE & Co., 955 Fulton Market.
 W. T. S. WHITE, c/o Morris & Co., U. S. Yards.
 WILSON & Co., Prod. Dept., U. S. Yards.
 NORMAN A. WOODS, 326 W. So. Water St.
 HENRY YEPSER & Co., 207 N. Wells St.
 ZAMBRENO BROS. & Co., 918 Fulton St.
 ZIMMERMANN & SMITH, 336 W. So. Water St.

INDIANA

ADAMS PRODUCE Co., 203 S. Main St., Rushville.
 ATLESS PRODUCE Co., Lafayette.
 J. E. BEYER, Rochester.
 BAREFOOT PRODUCE COMPANY, Cowan.
 BLOOMFIELD ICE & PRODUCE Co., Bloomfield.
 E. E. BOGAN Co., Goodland.
 E. BRAUDE, Silver Lake.
 L. J. BRETZ, Huntingburg.
 CLOVER LEAF CREAMERIES, Huntington.
 DEARMIN & Co., Odon.
 DECATUR PRODUCE Co., Decatur.
 L. J. DELUCENAY, Ashley.
 R. L. DITZLER, Huntington.
 FEAR-CAMPBELL Co., Frankfort.
 GEO. FREESE'S SONS, Nappanee.
 FOUNTAIN PRODUCE Co., Veedersburg.
 F. H. GEORGE & Co., 116 W. Columbia St., Ft. Wayne.
 D. W. HARRIS Co., Green's Fork.
 HARRIS-HARDMAN Co., Richmond.
 HAVENS BROS., Ladoga.
 O. L. HOESE, Worthington.

HOUGHLAND & MILLER, Boonville.
 IDEAL POULTRY & PRODUCE Co., Ft. Wayne.
 INDIANA PRODUCE Co., Worthington.
 THE E. R. JAKES Co., Thorntown.
 L. E. JONES, Churubusco.
 J. A. LONG, c/o J. A. Long Co., Portland.
 C. J. LOYD & Co., Greensburg.
 McLANE & Co., Shelbyville.
 MIAMI PRODUCE Co., Peru.
 S. MOSKOWITZ & Co., Evansville.
 MURPHY & Co., Princeton.
 O. OLIVER & SON, Madison.
 THOMAS OWENS, Angola.
 HENRY PFAU, 224 Ninth St., Jasper.
 THE PFEIFFER SALES Co., Logansport.
 RIFFERT BROS., Haubstadt.
 SCHLOSSER BROS., Frankfort.
 SHERMAN WHITE & Co., Ft. Wayne.
 A. B. STAHL, Oakland City.
 J. L. WILLIS & SON, Petersburg.

Indianapolis

INDIANAPOLIS POULTRY Co.
 GEORGE M. RUBIN, 636 Washington Ave.
 THE WADLEY Co., North St. & Canal.

IOWA

A. BAIRD & SON, Lohrville.
 BELL-JONES Co., Davenport.
 BURLINGTON PRODUCE Co., Burlington.
 CENTRAL CITY PROD. Co., Central City.
 CHARLTON & BOWEN, Rolfe.
 CHEROKEE POULTRY Co., Cherokee.
 J. A. CROWTHER, Pocahontas.
 P. M. DAHLEM, Cascade.
 O. ELLINGSON, Webster City.
 C. A. ENGLISH, Ottumwa.
 E. J. FARLEY, Monticello.
 C. ALVIN FOSSE, LaPorte City.
 TYNDALL N. FOSSE, Ridgeway.
 GIST. McDOWELL POULTRY & EGG Co., Spencer.
 M. J. GOODRICH, Strawberry Point.
 GOODRICH & GALLAGHER, INC., Waverly.
 E. C. GRADY, Reinbeck.
 M. & J. R. HAKES, Laurens.
 HANFORD PRODUCE Co., Sioux City.
 HANSEN PRODUCE Co., Maquoketa.
 F. H. HATCH Co., Edgewood.
 HAWKEYE PRODUCE Co., Brookdale Ave., Chariton.
 E. B. HIGLEY Co., 409 S. Federal St., Mason City.
 T. M. HOOPER PRODUCE Co., Chariton.
 HURD CREAMERY Co., Council Bluffs, Iowa.
 INDEPENDENCE PRODUCE Co., Independence.
 INDEPENDENT PRODUCE Co., 1801 W. 3rd St., Davenport.
 IOWA CITY PRODUCE Co., Market & Gilbert Sts., Iowa City.
 IOWA GRAIN & PRODUCE Co., Burlington.
 CARL T. IRISH, Montour.
 JENSEN'S CREAMERY Co., Coon Rapids.
 W. E. KEENEY, Clarinda.
 WM. H. LAPP, c/o Ames Produce Co., Ames.
 A. R. LOOMIS & SON, Fort Dodge.
 LOVETT & DAVIS PROD. Co., Manchester.
 S. W. MAHON, Sigourney.
 MARSHALLTOWN PRODUCE Co., 213 Market St., Marshalltown.
 MERCHANTS PRODUCE EXCHANGE, Meservey.

J. D. MINIUM, Clear Lake.
 JOHN MORRELL & Co., Ottumwa.
 E. G. MORSE, Mason City.
 NAGLE BROS. POULTRY Co., Marcus.
 MT. PLEASANT PRODUCE Co., Mt. Pleasant.
 J. H. NEIL CREAMERY Co., Tama.
 NEWTON PRODUCE Co., Newton.
 G. W. NICHOLSON & Co., Grand Junction.
 NICKLES & SON, Corydon.
 NORTHERN IOWA PRODUCE Co., McGregor.
 W. L. OGDEN & Co., 305 Pearl St., Sioux City.
 W. B. PARROTT Co., Manning.
 PETERSON BROS., 6th Ave. & River Front, Clinton.
 W. S. REISTER & SON, Washington.
 FRED REUM & Co., 218 W. Water St., Decorah.
 H. S. RHYNSBURGER, 9th Ave., E., Oskaloosa.
 R. D. SMITH, Swea City.
 ST. ANSGAR PRODUCE Co., St. Ansgar.
 SCHEIDEL PRODUCE Co., Ossian.
 SCHERMERHORN, SHOTWELL Co., Des Moines.
 SCHREIBER PRODUCE Co., West Bend.
 J. A. SHANNON & SON, Iowa Falls.
 SHELTON PRODUCE Co., Sheldon.
 J. A. SILVER & Co., Stockport.
 A. P. SONDERGAARD & Co., Mason City.
 UNION PRODUCE Co., Lorimor.
 E. B. WADE, West Liberty.
 WAVERLY PRODUCE Co., Waverly.
 WAYNE F. WALLER, Garner.
 WESCOTT & WINKS, Sumner.
 WILSON SHOTWELL Co., Perry.
 R. W. WINSLER, Moravia.
 WOLDUM PRODUCE Co., Decorah.

KANSAS

M. N. ALEXANDER & Co., Fort Scott.
 BEATRICE CREAMERY Co., Topeka.
 THE BELLE SPRINGS CRY. Co., Abilene.
 THE BLUE VALLEY PACKING Co., Marysville.
 J. E. BREWER, Box 226, Abilene.
 COGHILL COMMISSION Co., Iola.
 CONCORDIA CREAMERY Co., Concordia.
 ELLSWORTH PROD. Co., Ellsworth.
 FARMERS' PRODUCE Co., Burlington.
 J. F. GRENNAN PROD. Co., Garnett.
 HANNA POULTRY & EGG Co., Goffs.
 H. C. HOERMAN, Linn.
 T. JENSEN & BROS., Emporia.
 KANSAS EGG & POULTRY Co., Hillsboro.
 KANSAS ICE & STORAGE Co., Salina.
 A. S. KININMONTH & Co., Winfield.
 LATHAM & SONS, Ottawa.
 M. McMAHON, Beattie.
 MERRITT-SCHWIER CREAMERY Co., Great Bend.
 THE METZ PACKING Co., Concordia.
 PADEN & THOMPSON, Lyons.
 SALINA POULTRY Co., Salina.
 SCANTLIN BROS., Pratt.
 SEYMOUR PACKING Co., Topeka.
 STEWART POULTRY Co., Valley Falls.
 TOPEKA PACKING Co., Topeka.
 A. TROUT, Melvern.
 S. C. WALKER & SON PRO. Co., Smith Center.
 H. G. WARD PRODUCE Co., Glasco.

KENTUCKY

AMERICAN BUTTER & CHEESE Co., Louisville.
 E. BOWERS Co., Paducah.
 N. F. BRENT, Paris.
 DAVIDSON BROS., INC., Glasgow.
 C. G. GAULT PROD. Co., Maysville.
 S. H. GRINSTEAD Co., Lebanon.
 HARRODSBURG ICE & PRODUCE Co., Harrodsburg.
 HAWKINS, SMITH, TOOHEY & Co., Shelbyville.
 S. F. HOLCOMB, Murray. Branches at Hol-low Rock, Tenn., and Parsons, Tenn.
 HULEN-TOOPS Co., Bowling Green.
 MALONEY DAVIDSON Co., 128 E. Jefferson, Louisville.
 MILLER BROS. & Co., Owensboro.
 LEON RENAKER, Winchester.
 GEO. P. TAYLOR Co., Burnside.
 ALVA WEST, Mgr. Star Produce Co., Maysville.
 J. P. WRIGHT, Salt Lick.
 H. WILSON & Co., Fordsville.
 HARVEY J. ZWICKER, Gen. Mgr. Frank Fehr Cold Storage Co., Louisville.

LOUISIANA

LEON FRANK, Box 1414, New Orleans.
 GOODMAN & BEER Co., INC., 400 Paydras St., New Orleans.
 A. S. KOTTWITZ & Co., 443 S. Peters St., New Orleans.
 JOS. LALA & Co., 534 French Mkt., New Orleans.
 JOS. SAMUEL Co., INC., 327 Paydras St., New Orleans.
 SOUTHLAND PRODUCE Co., 505 Travis St., Shreveport.

MARYLAND

BLATTER BROS., 119 W. Pratt St., Baltimore.
 HENDERSON, LINTHICUM & Co., 3 E. Camden St., Baltimore.
 E. E. HURLBURT, 3 Emerson Tower Bldg., Baltimore.
 FRANK HURWITZ, 5-7 W. Lombard St., Baltimore.
 ARTHUR MEDWEDEFF, 308 Law Building, Baltimore.
 JOHN POEHLMAN & SONS, 405 N. Washington St., Baltimore.
 ROBINS & Co., 112 South St., Baltimore.
 JOSEPH SMELKINSON, 139 W. Camden St., Baltimore.
 DIXON R. SMITH & Co., 217 Hanover St., Baltimore.
 STEVENS BROS., 226 Charles St., Baltimore.

MASSACHUSETTS

CAMBRIDGE POULTRY Co., Cambridge.
 JAMES L. HUMPHREY, JR., New Bedford.
 GENLRY STEVENS Co., Worcester.

Boston

ADAMS, CHAPMAN Co., 37 N. Market St.
 ALLEY GREEN & PIPE Co., 3 and 4 N. Market St.
 S. K. AMES, 168 Milk St.
 I. H. BALLOU & Co., 75 S. Market St.
 BARTLETT VARNEY & Co., 21 N. Market St.
 BATCHELDER & SNYDER Co., 49 Blackstone Street.

BOLTON & HICKS, 21 Merchants Row.
 BORST PIERCE Co., 9 Blackstone St.
 ALTON E. BRIGGS, Faneuil Hall Market.
 BRYANT & ORDWAY Co., 1 So. Side Faneuil Hall Market.
 S. L. BURR & Co., 74 So. Market St.
 CHAMBERLAIN & Co., INC., 25 S. Market St.
 CHAPIN & ADAMS Co., 35 S. Market St.
 HAROLD E. CORSON, Faneuil Hall Market. Fruit & Products Exchange.
 C. R. CORWIN Co., Faneuil Hall Market.
 CRAIG HARGOOD Co., INC., 39 S. Market St.
 ARTHUR E. DORR & Co., 12 North St.
 EASTERN BUTTER Co., 15 John St.
 EASTERN POULTRY & EGG Co., 77 Fulton St.
 J. R. ELLIS & SON, 50 S. Market St.
 G. A. FALES Co., 25 N. Market St.
 JOHN H. FARNUM & SON, 65 Clinton St.
 FOWLE, HIBBARD Co., 176 State St.
 GOLDSMITH-STOCKWELL Co., 27 S. Market Street

GREEN & Co., 80 S. Market St.
 WM. J. HAIRE Co., 30 S. Market St.
 HILTON & ALDRICH Co., 40 S. Market St.
 RALPH H. HOSMER, 10-16 Faneuil Hall Mkt.
 H. A. HOVEY & Co., 30 Faneuil Hall Mkt.
 HYDE-WHEELER Co., 39-41 Commercial St.
 THE H. J. KEITH Co., 72 S. Market St.
 J. F. KIMBALL Co., 31 N. Market St.
 LAMSON & Co., 13 Blackstone St.
 G. M. D. LEGG Co., 33 S. Market St.
 LEWIS, MEARS Co., 33 S. Market St.
 A. & O. W. MEAD & Co., 35 N. Market St.
 A. E. MILLS & SON, 27 Commercial St.
 CHAS. E. MILLS, 19 Boston Fruit & Produce Exchange.
 MITCHELL DUFFEY Co., 37 So. Market St.
 PATCH & ROBERTS, 17 N. Market St.
 P. F. QUINN, 48 Merchants Row.
 RADLO BROS. Co., 21-23 S. Market St.
 L. A. ROGERS Co., 70 S. Market St.
 B. RUTSTEIN & SONS Co., 105 Fulton St.
 R. W. SAWTELLE, 16 Boston Fruit & Pro. Ex.

SMILEY BROS., 5 Blackstone St.
 A. M. SMITH & Co., 31 Commercial St.
 STANDARD POULTRY & EGG Co., 37 Fulton St.
 CHAS. H. STONE & Co., 61 Chatham St.
 THORNDIKE & GERRISH Co., 19 N. Market Street.
 A. VALENTE & Co.
 T. H. WHEELER Co.
 E. E. WILSON Co., 7 Blackstone St.
 W. F. WYMAN & Co., 4 Faneuil Hall Mkt.

MICHIGAN

D. A. BENTLEY Co., 127 N. Water St., Saginaw.
 CADILLAC PRODUCE Co., Cadillac.
 THE N. A. HOBAN Co., 114-116 W. 1st Ave., Flint.
 HUGH M. HURD, Eaton Rapids.
 IONIA EGG & POULTRY Co., Ionia.
 KENT STORAGE Co., Grand Rapids.
 ROBT. PARK, Caro.
 J. T. RIDLEY, Greenville.
 WILLIAMSON BROS., Tecumseh.

Detroit

ALDERSON-HUARD Co., 480 Riopelle St.
 AMERICAN BUTTER & CHEESE Co., 480 Howard Ave.

CLARENCE J. CHANDLER, 1640 Penobscot Bldg.
 GEO. L. COLLINS & Co., 30 Market St.
 DETROIT BEEF CO., 1903 Adelaide St.
 GEO. R. ELDRIDGE Co., 2656 Eighteenth St.
 FALTS POULTRY MARKET, 54 W. Elizabeth Street.
 GESSNER PRODUCE Co., Eastern Market.
 HARRIS & THROOP, 777 Michigan Ave.
 J. W. KEYS COMM. Co., 2478 Riopelle St.
 C. H. LAHUE & Co., Eastern Market.
 F. J. SCHAFER & Co., 1462 E. High St.
 SCHILLER BUTTER & Egg Co., 654 Jos Campau.
 SMITH POULTRY & Egg Co., 26 Western Market.
 A. F. THIBODEAU & Co., 492 Howard Ave.
 TONER COMMISSION Co., 480 Riopelle St.

MINNESOTA

BACKMAN PRODUCE Co., Waterville.
 BENSON PRODUCE Co., Benson.
 BRIDGEMAN-RUSSELL Co., Duluth.
 CENTRAL MINN. PRODUCE Co., Willmar.
 E. B. DAVIS & Co., Spring Valley.
 DULUTH CREAMERY & PROD. Co., 7th Ave. W. & R. R. St., Duluth.
 JULIA M. FINK, Librarian, Faribault.
 SEYMOUR L. FOSSE, Lanesboro.
 HUTCHINSON PRODUCE Co., Hutchinson.
 JOHNSON PRODUCE Co., Cokato.
 F. J. KASPER Co., 310-312 N. Cedar St., Owatonna.
 LEVINE BROS., Duluth.
 LITCHFIELD PRODUCE Co., Litchfield.
 JOHN LYNARD, Owatonna.
 F. C. MARPE, Secy., Southern Minnesota Egg, Butter & Poultry Assn., Albert Lea.
 H. M. NOACK & SONS, Arlington.
 NO. AMERICAN CRY. Co., Alexandria.
 NORTHERN COLD STG. & WHSE. Co., Duluth.
 PETERSON BIDDICK Co., Wadena.
 JOSEPH J. SCHATZ, Montgomery.
 J. W. SILL, Belgrade.
 STEUBE BROS., 118 N. Main St., New Ulm.
 STORK BROS., New Ulm.
 SUNDE & ROMINE, New Richland.
 GEO. D. TRACY, Tracy.
 WILLIAMS PRODUCE Co., Fergus Falls.
 WORTHINGTON CREAMERY & PROD. Co., Worthington.

Minneapolis and St. Paul

BOYD & HILBERT, 22 Central Mkt.
 R. E. COBB Co., St. Paul.
 JACOB E. DECKER & SON, 513 Third Ave. N.
 DE SOTO CRY. & PROD. Co.
 EDWARDS BROS., 119 Sixth St.
 FAIRFAX PRODUCE Co., 420 N. Third Ave.
 J. H. KERSTEN & Co., 204 Market State Bank Bldg.
 KLINGELHUTZ & MARTINSON, 121 N. 6th St.
 MEAGHER & PARSONS, 5th St. North.
 ROSS C. MORFORD, Market State Bank Bldg.
 NORTHERN PRODUCE Co., St. Paul.
 J. W. PERRIN & Son, 29 Central Market.
 SAMELS BROS. Co., Minneapolis.
 J. W. SHARPE, Minneapolis.
 TILDEN PROD. Co., St. Paul.

MISSISSIPPI

REX PRODUCE Co., Myrtle.

MISSOURI

BLATTNER BROS. MERC. Co., Wellsville.
 A. F. BROCKMAN, Concordia.
 BROWNING FARMERS CLUB, Browning.
 W. L. DAVENPORT Co., 219 N. Jefferson St., Mexico.
 A. B. DRESCHER, Hannibal.
 J. H. DUNN, Meadville.
 W. C. ELLIS, Mountain Grove.

GOODWIN & JEAN, Jackson.
 R. F. GRIFFITH, Fulton.
 HENDERSON'S PRODUCE Co., Monroe City.
 J. V. KESTERSON, Odessa.
 KUHN BROS. MERC. Co., Troy.
 W. D. LAW, Springfield.
 D. N. LIGHTFOOT & SON, Springfield.
 LINDLEY-BUSTER PROD. Co., Inc., Bucklin.
 MACON PRODUCE Co., Macon.
 W. B. McLAIN & SON, Higginsville.
 J. H. MIKEL BRO. & Co., South Gifford.
 C. S. MILLER PRODUCE Co., Neosho.
 MISSOURI EGG & POULTRY Co., Box 164, Sedalia.
 E. OLIN & SON, 112 E. Lexington St., Independence, Missouri.
 RALLS COUNTY MERCANTILE Co., Center.
 S. D. RARDIN, JR. & Co., Ridgeway.
 J. I. REED & SON, Bolivar.
 C. L. RHODES PROD. Co., Springfield.
 E. F. ROBERTS, Queen City.
 A. W. VANDERFORD, Clinton.
 A. B. WILKERSON, Aurora.
 WILLOW SPRINGS CRMY. Co., Willow Sprgs.

St. Louis

AMERICAN EGG & POULTRY Co., 501 N. 3rd St.
 H. B. BEATY, 408 Franklin Ave.
 H. H. BERGMANN, Secy., Missouri Egg & Poultry Shippers' Assn., 133 N. Third St.
 BOHN-LENARTZ COM. Co., 714 N. 4th St.
 HY BOMZE, 817 N. Third St.
 HENRY BROEDER'S SONS COM. Co., 813 N. Third St.
 E. J. CRAMER COMMISSION Co., 709 N. 3rd St.
 DICKSON & SONS, 837 N. Third St.
 DONNERBERG & Co., 507 Wash St.
 A. A. EASTON Co., Inc., 931 N. Broadway.
 ENTERPRISE COMMISSION Co., 925-927 N. Broadway.
 BRUNO FRANZ SONS, 919 N. Broadway.
 OSCAR B. FRANZ COM. Co., 417 Morgan St.
 WALTER B. FRANZ & Co., 810 N. Fourth St.
 JOHN FREY & Co., 420 Wash St.
 FRISCO COMMISSION Co., 800 N. Fourth St.
 GREENLEE PRODUCTS Co., Lewis & O'Fallon Sts.
 R. HARTMANN PRODUCE Co., 14 S. 2nd St.
 FRED HEGER, 419 S. Franklin Ave.
 THE HICKEL Co., 1018 N. Broadway.
 HILMER COMMISSION Co., 822 N. Third St.
 HOFMANN BROS. PRODUCE Co., 700 N. 2nd St.
 H. W. KUEHAUS, 419 Franklin Ave.
 B. LANDAUER, 907 N. Fourth St.
 LOPATO BIERMAN COM. Co., 811 N. Third St.
 E. L. LYNCH POULTRY Co., 807 N. 4th St.
 CHAS. P. MANN & Co., 713 N. 3rd St.
 ARNOLD MATTER COM. Co., 704 N. 4th St.
 E. B. MCKEE COMMISSION Co., 717 N. 3rd St.
 McLAIN-ALCORN COM. Co., 701 N. 3rd St.
 MEYER BROS. COMMISSION Co., 816 N. 3rd St.
 NIEMEYER-BUCHMUELLER COM. Co., 816 N. 3rd St.
 FRANK J. OECHNER, 1109 N. Third St.
 PROGRESSIVE COMMISSION Co., 803 N. 3rd St.
 J. W. RAGLAND COMMISSION Co., 415 Wash. St.
 A. M. ROBINSON & Co., 714 N. 3rd St.
 GEO. F. RICKER & Co., 716 N. 2nd St.
 ST. LOUIS BUTTER Co., 821 N. Third St.
 SCHEITLIN & HOFFMAN, 820 N. Third St.
 L. J. SCHULTE COM. Co., 824 N. Third St.
 SCHUMACHER COMMISSION Co., 700 N. 3rd St.
 UHRIG BROS., 812 N. Fourth St.
 BURT WOODSON COM. Co., 933 N. Broadway.
 DAVE WURTH COMMISSION Co., 809 N. 3rd St.
 GEO. WURTH COM. Co., 710 N. Third St.

ZELLE BROS. PROV. & COM. Co., 702 N. 3rd St.

Kansas City

AARON POULTRY & Egg Co.
 J. M. ADAMS, 319 Produce Exchange Bldg.
 C. J. AUS, 211 Produce Exchange Bldg.
 A. W. BEAR COM. Co., 117 E. Fourth St.
 RALPH HURST & Co., 115 E. Fourth St.
 S. J. HURST, 515 Grand Ave.
 MERIDEN CREAMERY Co., 21st and Central Sts.
 J. W. REYNOLDS, Prod. Exchange Bldg.
 CARL C. STENTZ, 203 Produce Exchange Bldg.
 SPENCER PRODUCE Co., 14 West 4th St.

MONTANA

HENNINGSEN PRODUCE Co., Butte.

NEBRASKA

ALMA PRODUCE Co., Alma.
 HENNINGSEN PROD. Co., Superior.
 LOUP CITY PRODUCE Co., Loup City.
 C. MOZER, Box 495, Lincoln.
 NELSON BROS. POULTRY Co., Lincoln.
 NORFOLK POULTRY Co., 403 N. 3rd St., Norfolk.
 THOMASSEN PRODUCE Co., Humphrey.
 WAHOO PRODUCE Co., 301 East 5th St., Wahoo.
 YORK PRODUCE Co., York.

Omaha

GEO. E. CLARK, 1327 W. O. W. Bldg.
 FAIRMONT CRY. Co., 12th & Jones Sts.
 THE JERPE COMMISSION Co., 422 11th St.
 KIRSCHBRAUN & SONS, INC., 9th and Dodge Sts.
 OMAHA COLD STORAGE Co.

NEW JERSEY

AMMON & PERSON, 4th and Henderson Sts. Jersey City.
 M. AUGENBLICK & BRO., 16 Commerce St., Newark.
 C. E. BARKER & Co., 38 Commerce St., Newark.
 ROBT. L. BEYER, 1915 Atlantic Ave., Atlantic City.
 COLUMBIA CHEESE Co., 85 Commerce St., Newark.
 DEBOW & Co., 32 Commerce St., Newark.
 BARNETT GABRIEL, c/o Great Atlantic & Pacific Tea Co., Jersey City.
 GUARANTY EGG CORPORATION, 108 Sylvan Ave., Newark.
 GERHARD & PAGELS, 218 N. Willow St., Trenton.
 GUDE & COLE, INC., 102 Mulberry St., Newark.
 ADAM HEBELER & Co., 46 Commerce St., Newark.
 GUS LUDWIG, c/o Great A. & P. Tea Co., Jersey City.
 WILKINSON, GADDIS & Co., 85 Parkhurst Newark.

NEW YORK

DAVIS & PELTON, 152 Baldwin St., Elmira.
 SAMUEL C. DUFF & SON Co., 1119 E. Fayette St., Syracuse.
 THE LAWLOR & CAVANAUGH Co., Troy.
 JOS. A. MINST, 359 Broadway, Albany.
 EDWARD D. VINAL, 202 North West St., Syracuse.
 WM. S. RILEY Co., Scott Place, Rochester.
 W. J. SKILLICORN, Albany.
 WHITNEY & EMERY, 113 Ardmore St., Rochester.

Buffalo

BUFFALO BUTTERINE Co., 171 Perry St.
 RAYMOND S. CLUM, 101 Columbia St.

JACOB DOLD PACKING Co., 745 William St.
THE FAIRMONT CREAMERY Co.
GOLDSTEIN & LIPPMAN, 165 Scott.
HICKMAN & COWARD, 150 Michigan Ave.
F. W. JEHL, 155 Washington Mkt.
CHAS. E. ROESCH, 10 Broadway Mkt.
SATULOFF BROS., 145 Michigan St.
F. F. STONE, 98 W. Market St.
WALTER A. TUTTLE, 55-57 E. Market St.
J. M. WATTLES & SON, 152 Michigan St.
FRANK E. WATTLES & BRO.
WAX & SUGARMAN, 159 Michigan St.
WM. C. WILL, 163 Scott St.
WILL & ZAEFFEL, 59 E. Market St.

New York City

C. F. ADAMS & Co., 13 Harrison St.
ALBERT & GERBER, 315 Greenwich St.
E. S. ALPAUGH & Co., 18 Bloomfield St.
HARRY ATLAS, 312 Greenwich St.
ARMSTRONG & HESSE, 330 Greenwich St.
JUAN A. BABCOCK, 168 Duane St.
E. R. BALZER, 220 Greenwich St.
F. C. BARGER & Co., 158 Franklin St.
H. BEHRMAN & SONS, 257 Washington St.
BERMAN & BAEDCKER, Inc., 28 Thirteenth Ave.
NATHAN BLACKMAN, 362 Greenwich St.
DANIEL P. BOEHM, Inc., 331 Washington St.
JOHN H. BORGER & Co., 134 Reade St.
C. M. BRITTEN, 22 Harrison St.
GEO. G. BROWN, W. Washington Mkt.
S. S. BROWN Co., 43 Jay St.
BROWN & ROOT Co., 165 Reade St.
BRYAN DUVALL Co., Inc., 105 Hudson St.
C. T. BULLARD & Co., 171 Duane St.
BUTTS & MILLER Co., 325 Washington St.
CHELSEA LIVE POULTRY Co., 39 Loew Ave.
CHAS. COLLINS Co., 1 13th Ave.
COLONIAL BUTTER & Egg Co., Greenwich St.
GEORGE COOK, JR., 329 Washington St.
F. M. COUGHLAN & SON, 172 Duane St.
GEO. E. CUTLER, 331 Greenwich St.
ANDREW DAVEY, Inc., 5 E. 134th St.
CHARLES DEUTSCH, 319 Greenwich St.
DE WINTER & STEWART, Inc., 334 Washington St.
DROSTE & SNYDER, 177 Duane St.
DU MOND & FELTEN, Inc., 325 Washington St.
N. DURHAM & SONS, 313 Washington St.
LEWIS EBERT & SONS, 151 Reade St.
EGBERT & CASE, 11 Jay St.
W. W. ELZEA, Inc., 327 Washington St.
THE ENGEL CO., 123 Barclay St.
ENYARD & GODLEY, Inc., 171 Duane St.
FARMERS COMMISSION HOUSE, 27 Harrison St.
FICKEN, COFFIN & Co., 168 Duane St.
FITCH, CORNELL & Co., 16-18 Jay St.
SAMUEL FLECK & Co., Inc., 48 Bloomfield St.
JULIUS FLEISCHL, 514 Westchester Ave.
J. C. FORD & Co., Inc., 368 Greenwich St.
FOX RIVER BUTTER Co., 78 Hudson St.
I. FOX SONS, Inc., 194 Green Place, Brooklyn, N. Y.
SOL. FRANKEL, W. Washington Mkt.
J. GEWIRTZ, 303 E. 4th St.
GOTTFRIED-MARSHALL Co., 142½ Reade St.
A. GROSSMANN & Co., 153 Reade St.
GUDE BROS., KIEFFER Co., 21 Jay St.
H. HAGEN & Co., 81 N. Moore St.
HANCE BROS. Co., W. Washington Mkt.
W. H. HENNEBERGER, Inc., 329 Greenwich St.
JOSEPH J. HEROLD, 17 Harrison St.
GEORGE F. HINRICHS, Inc., 341 Washington St.
WM. J. HINRICHS, 423 W. 14th St.
HODUPP EVANS COMPANY, Inc., 7 Harrison St.
WM. G. HOLLROCK, 359 Greenwich St.
AD. HONIGSBURG & Co., 300 Greenwich St.
CHAS. B. HOVEY, W. Washington Mkt.
JEWELL BROS., W. Washington Mkt.
JEWELL KOENIG & Co., W. Washington Mkt.
T. W. JOHNSON, 361 Washington St.

HUGO JOSEPHY & SONS, 448 West 14th St.
BENJ. KALMANSON, 310 Greenwich St.
KASSEL POULTRY Co., W. Washington Mkt.
J. J. KILCOYNE Co., Inc., 148 Reade St.
J. M. KLEIN, 329 Washington St.
KOSSAR & Co., W. Washington Mkt.
CHRISTIAN H. KOSTER, 863 Washington St.
KURTIN & KURTIN, 305 Greenwich St.
LAMBLY & ALPAUGH, 18 Harrison St.
LASS & COHEN, 450 W. 14th St.
GUSTAV F. LAWRENCE, 6 Harrison St.
LEWIS MEARS Co., 127 Reade St.
FREDERICK F. LOWENFELS, 348 Greenwich St.
W. B. LUNN'S SONS, 304 Greenwich St.
W. H. MAPES, 137 Reade St.
FRANK A. McGRILL Co., Inc., 139 Reade St.
C. F. McGUIRE, 13 Harrison St.
CHAS. P. MECABE & SON, 17 Jay St.
SAMUEL MIERFELD, 3 Harrison St.
J. W. MELONEY Co., Inc., 339 Greenwich St.
ALEX MERSEL, 191 Duane St.
MOTTUS BROS., W. Washington Market.
SAM NAGLE, W. Washington Market.
J. NARZISENFELD, 24-26 Harrison St.
J. NEUGEBORN & SONS, 19 Harrison St.
NEW YORK BUTTER PACKING Co., 171 Duane St.
JAS. N. NORRIS, W. Washington Mkt.
FRED D. OETJEN, 339 Washington St.
B. W. OTIS & Co., W. Washington Mkt.
WM. WALLIS PEARSON, 45 Grace St.
H. T. POND Co., 361 Washington St.
C. L. POOLE & Co., 15 Harrison St.
S. A. RAUSCH, 334 Greenwich St.
W. E. READ Co., Inc., 360 Washington St.
G. M. RITTENHOUSE & Co., 23 Jay St.
S. ROSENFELD Co., 197 Duane St.
HARRY ROSENSTEIN, Inc., W. Washington Market.
THOS. H. ROULSTON, 101 Ninth St., Brooklyn.

JOHN H. RUSCH, 188 Duane St.
SAAL BROTHERS, 181 Duane St.
CHESTER E. SAXTON Co., Inc., 11 Harrison St., N. Y. C.
JOHN SCHOLL & BRO., 147 Reade St.
C. SCHULTZ, Inc., 32 Jay St.
LOUIS J. SCHWAB, W. Washington Mkt.
NATHAN SCHWEITZER Co., 409 W. 14th St.
SECKEL & KIERNAN, 361 Greenwich St.
R. B. SHIMER & Co., 332 Washington St.
A. SILZ, 416 W. 14th St.
STEERS & MENKE, West Washington Mkt.
H. E. STOUT Co., 317 Washington St.
J. D. STOUT & Co., 19 Jay St.
JOSEPH SULTAN, 148 Reade St.
GEORGE TRACHTENBERG, 360 Greenwich St.
B. TITMAN Co., 94 N. Moore St.
CHAS. TRAUTMANN Co., 28 Division St., Jamaica, L. I.
TRELEASE & UNDERHILL, 333 Greenwich St.
W. HARRY ULLMAN & BRO., 216 Franklin St.
EDWARD M. VOSBURGH, 133 Reade St.
S. & W. WALDBAUM, 140 Reade St.
CHARLES WERNER, 35 Loew Ave.
SAMUEL WERNER, W. Washington Mkt.
WESTERN COMMISSION Co., West Washington Market.
D. W. WHITMORE & Co., 10 Harrison St.
WIESENFELD & OSHINSKY, 40 Harrison St., N. Y. C.
J. W. WILLIAMS, W. Washington Mkt.
HYMAN WITTNER, 318 Greenwich St.
WRIGHT & WINSOR, 12 Harrison St.
W. S. YEARICK & Co., 11 Harrison St.
ZENITH BUTTER & Egg Co., 170 Duane St.
ZIMMER & DUNKAK, 173 Duane St.

NEW ZEALAND

R. L. WOODHOUSE & Co., Ferry Bldgs., Auckland.

NORTH DAKOTA

BRIDGEMAN-RUSSELL Co., Grand Forks.
MANDAN CRY. & PRODUCE Co., Mandan.

OHIO

ATHENS POULTRY & PRODUCE Co., Athens.

BENNISDERFER Co., 31 E. Market St., Tiffin.
BYRON L. BOND, Edon.
THE BROWNELL SONS Co., 123 E. Spring St., Columbus.
O. I. CLEVELAND, 198 Prospect St., Marion.
COE BROTHERS, Albany.
ELMORE PRODUCE Co., Elmore.
FOSTORIA CREAMERY Co., 404 S. Union St., Fostoria.
THE GRAY & WHITE Co., Tiffin.
GREENFIELD PACKING Co., Greenfield.
GRIFFIS PRODUCE Co., Delphos.
W. T. HARRIS & SON, Kenton.
WM. HERTEL, JR., Van Wert.
HICKSVILLE PRODUCE Co., Hicksville.
H. B. HOLE, Greenville.
J. J. KISSELL, Columbus Grove.
H. LITTLE & SONS, 434 S. Fifth St., Upper Sandusky.
LUCAS PRODUCE Co., Leipsic.
W. M. McELROY, Manchester.
MALKIN CREAMERY Co., 224 W. Boardman St., Youngstown.
MILLER BROS. Co., Fremont.
J. E. PARKER Co., Eaton.
J. E. ROADS, N. West St., Hillsboro.
ROCK ISLAND BUTTER Co., Toledo.
HOMER C. SMITH, Centerbury.
STORER BROS. Co., Ada.
A. L. STOUT, West Mansfield.
WHITE MOUNTAIN CREAMERY Co., New Bremen.

Cincinnati

FRED H. BLOME, JR., c/o Blome-Dreifus Co., 4149 Forest Ave.
C. EBERLE SONS Co., Cor. 6th, Plum and George Sts.
FLATAW RILEY Co., 42 Walnut St.
GOYERT & VOGEL Egg & PRTY. Co., 49 Walnut St.
B. L. HUMBERT, 21 Masonic Temple.
JOHN V. KISKER & Co., 11 Main St.
A. F. KOLB, 134 W. Court St.
LETT & Co., 48 Walnut St.
THE PETERS POULTRY Co., 104 W. Court St.
DAVID RINDSBERG & Co., 38 Walnut St.
SIMMONS & NORRIS, 3-9 W. Water St.
E. B. WRIGHT & SON, 19 Walnut St.

Cleveland

THE ARNOLD CREAMERY Co., 701 Woodland Ave.
THE BRANDT Co., Sheriff St. Market.
BROOKHART POULTRY Co., 754 Broadway.
THE BRUNDAGE Co., 606 Broadway.
THE CHAPMAN Co., 575 Broadway.
COTTAGE CREAMERY Co., 505 Woodland Ave.
G. O. DAVIS, 735 Central.
THE A. R. DUNCAN, JR., Co.
FISHER BROS. Co., 2323 Lakeside Ave.
LIBERTY POULTRY Co.
JOSEPH LICHTLE & Co., 676 Broadway.
W. H. MANN & Co., 653 Broadway.
D. MARTIN Co., 630 Broadway.
JOSEPH N. PIERSON, 822 Broadway.
E. H. PUTT & SON POULTRY Co., 2325 E. 4th St.
TELLING-BELLE VERNON Co., 7100 Clark Ave.

OKLAHOMA

H. BRADBURY, Shattuck.
FARMERS' PRODUCE Co., C. O. Smith, Mgr., Anadarko.
CHICKASHA HIDE & PRODUCE Co., 205 S. Second St., Chickasha, Okla.
CHOCTAW PRODUCE Co., Hugo.
J. M. PATTON, c/o Lawton Poultry Co., Lawton.
FARMERS' PRODUCE Co., Clinton, Okla.
GUTHRIE PRODUCE Co., Guthrie.
MADILL PRODUCE Co., Madill.
MCCOY PRODUCE Co., Westville.
OKLAHOMA HIDE & PRODUCE Co., Altus.
W. D. WRIGHT PRODUCE Co., Oklahoma City.

OREGON

ESTES-DIXON Co., 105 Front St., Portland.
PACIFIC COOPERATIVE POULTRY PRODUCERS,
Portland.

PENNSYLVANIA

THE W. M. BROWN BROKERAGE Co., 233
Jenkins Arcade, Pittsburgh.
W. J. CRAIG, 1716 Penn Ave. Pittsburgh.
EGERMANN COMMISSION Co., 2123 Penn
Ave., Pittsburgh.
FISHER BROS. Co., 1130 Franklin St., N. S.,
Pittsburgh, Pa.
IRON CITY PRODUCE Co., Inc., 56-60 Twenty-
first St., Pittsburgh.
W. S. LEE & SON, 1300 7th Ave., Altoona.
A. B. MARCUS, 48 Eighteenth St., Pitts-
burgh.
P. G. MILLER & Co., 109 Anderson St., N.
Side Pittsburgh.
McCANN & Co., 413 Market St., Pittsburgh.
G. A. SAMUELS, 109 Water St., Pittsburgh.
DAVID SPRUKS Co., Spruce and Franklin,
Scranton.
TAYLOR FOOD PRODUCTS Co., New Castle.
TECH FOOD PRODUCTS Co., Wainwright Cold
Storage, 3340 Liberty St., Pittsburgh.

Philadelphia

HAROLD R. AIKEN, 128 N. Delaware Ave.
THE AMERICAN STORES Co., 412 Noble St.
AETNA BUTTER Co., 204 Callowhill St.
ALMAR STORES Co., 919 N. Front St.
BEYER & Co., Inc., 235 Callowhill St.
BICKEL & MILLER, 322 S. Front St.
A. F. BICKLEY & SON, 520 N. Second St.
BOSSLER & COMPANY, 7 S. Water St.
R. A. BOWERS Co., 9-11 N. Water St.
P. F. BROWN & Co., 43 S. Front St.
S. WALTER BROWN, 33 S. Front St.
H. L. BURTON, 7 S. Front St.
CHABROW BROS., 24 S. Front St.
CRAWFORD & LEHMAN, 31 S. Water St.
SAMUEL S. DANIELS, Sec'y, Philadelphia
Pro. Exch., Philadelphia, Pa.
C. M. DRAKE & Co., 19 S. Water St.
EDSON BROS., 110-112 Dock St.
T. T. ELLIS & SON, 24-26 S. Water St.
J. G. HALDEMAN & BRO., 2918 Market St.
A. R. HEISEY, Second and Callowhill Sts.
C. G. HEYD & Co., 25 S. Water St.
JOHN J. HITSCHLER & SON, 1221 South St.
JOHN JAMISON Co., 3 and 5 South Water St.
BERTRAM L. KIMBALL, 19 S. Water St.
JOHN J. McDONALD Co., 13 S. Water St.
NATHAN L. MEDWEDEFF, 33 S. Front St.
CHARLES J. MEIER, 10 N. Delaware Ave.
J. M. MORRIS Co., 202 S. Second St.
JOHN S. MORRIS & Co., 27 S. Water St.
NICE & SCHREIBER Co., 11 S. Water St.
PARSONS & BRO., 224 Callowhill St.
GEO. RICE & Co., 409 New Market St.
RISSER BROS. Co., 214 Callowhill St.
J. K. SHULTZ & Co., 36 S. Water St.
P. E. SHARPLESS Co., 813 N. 11th St.
SHEAFFER & MARVEL, 106 N. Delaware Ave.
WM. SMITH Co., 14 S. Water St.
E. S. STACKHOUSE & Co., 17 S. Water St.
STEPHEN THURBER, 118 Water St.
A. WACHS, 44 S. Water St.
J. D. WEISS, 318 S. Front St.
M. WILDSTEIN, 631 N. Second St.
J. P. WILSON, 116 Dock St.

RHODE ISLAND

W. W. ALDRICH, Providence.
COOPER & SISSON, Box 1176, Providence.
ROY W. PIERCE, 215 Canal St., Providence.
F. W. WHIPPLE & Co., 99 Canal St., Prov-
idence.

SOUTH DAKOTA

BROOKINGS PRODUCE Co., Brookings.
W. H. BUCK & Co., Madison.
CLARK CO-OPERATIVE CREAMERY Co., Clark.
MITCHELL PRODUCE Co., Mitchell.
SALEM PRODUCE Co., Salem.
THOMAS & HOARD, Centerville.

WENK BROS. Madison.
WIST & SONS, Webster.

TENNESSEE

GEO. M. BROOKS, Martin.
COLUMBIA PRODUCE Co., 146 2nd Ave., S.,
Nashville.
WM. B. FOSTER PROD. Co., Fayetteville.
R. C. GILES, Fourth and First Nat. Bank
Bldg., Nashville.
T. G. IVIE & Co., Murfreesboro.
MORRISTOWN PRODUCE & ICE Co., Morris-
town.
NAIVE-SPILLERS Co., 905 Harrison St.,
Nashville.
L. RAUCH & Co., 88 S. Front St., Memphis.
CHAS. C. SULLIVAN, 58 N. Front St., Mem-
phis.
W. H. TOMPKINS & Co., First National
Bank Bldg., Nashville.
A. B. WINFORD, Lewisburg.

TEXAS

BEN ABLOD, Dallas.
BASSEL BROTHERS, 5 Wall St., Belton.
J. O. BOETTCHER, Weimar.
JEFF BREWSTER, P. O. Drawer 1186, Hous-
ton.
A. J. COMMONS PRODUCE Co., McKinney.
CRESCENT PRODUCE Co., 1006 W. Commerce
St., San Antonio.
EMERSON & OVERSTREET, Temple.
G. P. FOSTER & Co., Denison, Texas.
L. FRANK & Co., Waco.
GIDDINGS PRODUCE Co., Giddings.
A. A. HACKER & Co., Brenham.
MAYHEW PRODUCE Co., Brady.
MERCHANTS PRODUCE Co., 314 Mary St.,
Waco.
MISTLETOE CREAMERIES, Fort Worth.
NEW YORK BUYERS' ASSN., San Antonio.
NOLAN PRODUCE Co., Hallettsville, Tex.
THE PETER CO., 401 Washington Ave.,
Houston, Texas.
WM. SCHMIDT, 315 E. First St., Fort
Worth.
STAHL BROS., Gonzales.
A. B. WALKER & SON, Corsicana.
H. F. WEHMEYER, 14 First St., Brenham.
WHITE PRODUCE Co., Denison.

VIRGINIA

BEASLEY & BOON Co., P. O. Box 146, Roan-
oke.
FRANK C. BRUMFIELD, Buchanan.
CITY PRODUCE EXCHANGE, 56 W. Gay St.,
Harrisonburg.
THOS. M. COMBITHS, Pulaski.
CROCKER & BLUFORD, Box 117, Norfolk.
CULPEPER PRODUCE Co., P. O. Box 72
Culpeper.
R. M. EASTWOOD & Co., Norfolk.
WM. F. GRAVINS & Co., 23 S. 13th St.,
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1921-1922

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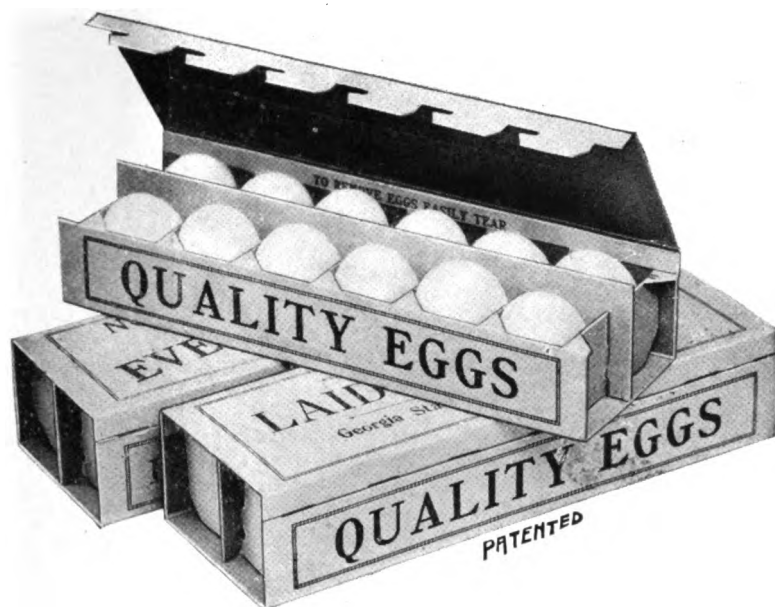
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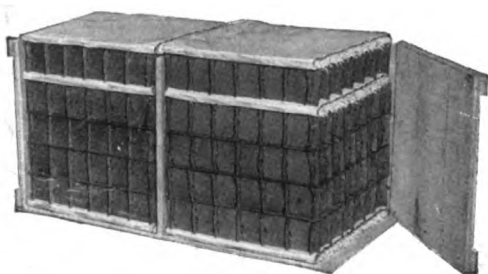
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Great Progress Has Been Made In Standardizing Egg-Packing

The use of "Cherry" DOUBLE-LOCK Hard-Calendered Fillers, in conjunction with *six excelsior pads*, as illustrated, has reduced breakage in shipment to a point never thought possible.



Read What These Shippers Say!

With reference to our shipments of eggs this season, we have been putting them up six Excelsior Pads to the case with Cherry Fillers, and our claims on breakage have been nothing compared to former years.

We recommend this style of packing to anyone who wishes to put up a neat package and also to eliminate breakage in transit.

Signed—W. L. Davis, Mgr. Egg and Poultry Dept., Iowa City Produce Co., Iowa City, Iowa, August 30, 1922.

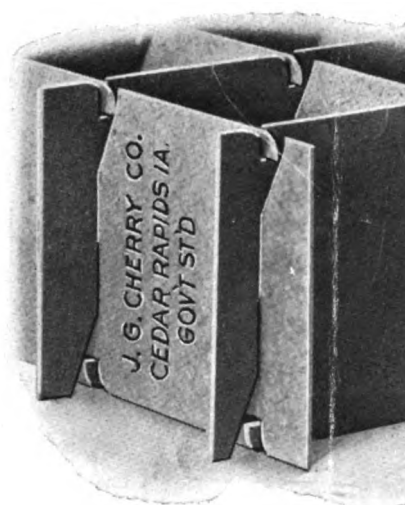
Answering your letter of the 28th, we have been using six Excelsior Pads to the case, and we believe it has eliminated a lot of damage. We have had but very few railway shipments that have arrived in damaged condition this season. We are very well pleased with Excelsior Pads.

Your Fillers are of very high standard, and are well built. We have always been well satisfied with your Fillers. We have used them for several years.

Signed—J. F. Peterson, Peterson-Bedrick Co., Wadena, Minn., August 31, 1922.

We have been using six Excelsior Pads to the case in packing our eggs and like to use them fine. It is much quicker to drop in the pads than to use loose excelsior. Then the pads are even in the bottom of the case and the eggs carry to destination better. We handled more eggs than usual this year and had fewer claims against the railroad. The claims we did have were very small.

Signed—R. B. Jackson, Pres., Newton Produce Co., Newton, Iowa, August 28, 1922.



We have been using six pads to the case and we do not have the breakage that we did with the excelsior nor does it take the time to put the pads in that it did excelsior. We would like to see the railroads put it in their tariff that everyone must use them or charge a higher rate on loose excelsior.

Signed—C. C. Pickerell, Mgr., The Hawkeye Produce Co., Chariton, Iowa, August 28, 1922.

In regard to the use of six Excelsior Pads in conjunction with Cherry Double-Lock Fillers, will say that this is the only way to ship eggs successfully.

Signed—L. R. Riddlesbarger, Admstr. Nevada Poultry Co., Nevada, Iowa, August 28, 1922.

Regarding the use of six Excelsior Pads will say that our entire output for the season has been six pads and Cherry Double-Lock Fillers. We find, as a result, our breakage has been reduced to a minimum. We strongly recommend to anyone inquiring that same combination is the best we have found to date.

Signed—R. A. Maine, Central City Produce Co., Central City, Iowa, August 29, 1922.

Write for a sample of "Cherry" Fillers. When you see them you will understand how and why they protect the eggs.

J. G. CHERRY COMPANY
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St. Paul, Minn. Tama, Iowa. Peoria, Ill.

The NATIONAL POULTRY · BUTTER · & · EGG · BULLETIN

NOVEMBER

Volume 7



1922

Number 2



HENRY PFEIFFER
PRESIDENT

Arminger's Century Steel Feeding Battery



Height 6 ft., Length 5 ft., Width 38 in.
16 Compartments Capacity about 130 birds

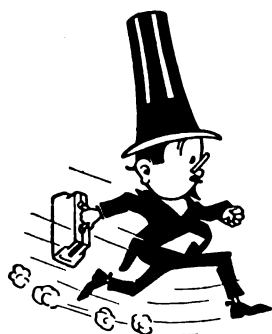
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Rooms that *Stay* Insulated

IN choosing insulation for your rooms, what you have to look out for is not so much, "Is it a good insulator?" as "How long will it be a good insulator?"

Nonpareil Corkboard Insulation is permanent insulation. Properly erected and in adequate thickness, Nonpareil Corkboard will be just as efficient and just as sound years hence as when first installed.

And all because Nonpareil Corkboard stays dry. Being cellular in structure, it has no capillary attraction for moisture like fibrous materials. Moreover, the natural gum, liquefied in the process of manufacture, protects each granule with a waterproof coating. Under normal cold storage conditions Nonpareil Corkboard will not change in structure or composition; it will not rot or mold, or deteriorate in any way.

The economy of *lasting efficiency* far outweighs any trifling first-cost saving.

Write for the 36-page book, "Small Cold Storage Rooms" It is full of information that will help you in planning your rooms, and is sent free, on request.

Armstrong Cork & Insulation Company

155 Twenty-fourth St.,

Pittsburgh, Pa.

Also manufacturers of Nonpareil Cork Covering for brine and ammonia lines, coolers, tanks and cold surfaces generally; Nonpareil High Pressure Covering for steam lines, feed water heaters, boilers, etc.; Nonpareil Insulating Brick for furnaces, ovens, boiler settings, etc.; Nonpareil Cork Machinery Isolation for noisy machines, and Linotile and Armstrong's Cork Tile for floors in offices, residences, etc.

Nonpareil Corkboard Insulation

For Poultry and Butter Storage Rooms



The Buyer's Page



We carry a full line of shipping packages, package tools, parchment and other goods used by the manufacturer, dealer and handler of dairy products. Prompt shipments at reasonable prices from our complete stocks.

Duffy Package Tools



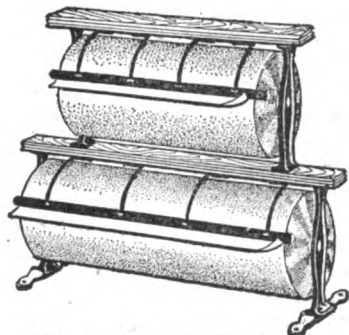
Specially designed for the Commission Merchant. Best grade of metal and tempered just right.
No. 04 Box Opener, 8 in. \$0.90
No. 7 Hatchet 2.50
No. 2 Box hammer, 9 in. .90

Acme Egg Case Straps



Required by railroad companies on all used or second-hand cases.

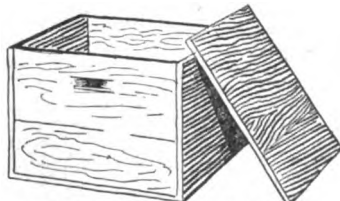
In bundles of 100 pairs.....	\$1.56
10 bundle lots, per bundle.....	1.42
25 bundle lots, per bundle.....	1.33
50 bundle lots, per bundle.....	1.28
100 bundle lots, per bundle.....	1.21



Genuine Vegetable Parchment



Printed Butter Wrappers



Poplar Wood Shipping Boxes



Marxoff Box Scraper



Stock Butter Cartons

Genuine Vegetable Parchment

We furnish both the rolls and the holders. Standard rolls are 9" in diameter and 9-12-13-15-18-20-24-30 and 36 inches in width. Rolls made from 30 lb. paper. Prices on request. We can also furnish a complete supply of all standard sizes of squares and circles used in the dairy industry.

Tub Fasteners

A full assortment. Cut shows our STANDARD ECLIPSE 2 nail Tub Fastener. This also comes in the 4-nail and the extra heavy. 1000 in package.

1,000..\$1.95 per M	10,000..\$1.85 per M	50,000..\$1.75 per M
5,000.. 1.90 per M	25,000.. 1.80 per M	100,000.. 1.70 per M

Extra heavy, 35c per M more. 4-nail, 50c per M more.

Tub Liners

10, 29, 30, 40 and 63 lb. Parchment Tub Liners in Stock.

Printed Butter Wrappers

We have excellent facilities for turning out butter wrappers for 1/4-lb., 1/2-lb., 1-lb., or 2-lb. prints. If you want good service, good work and quick deliveries at the right prices—send us your orders.

Parchment Squares

We carry a complete stock of all sizes of wrappers, box liners, head wrappers used by the dairy trades. If we haven't your special size we will cut it for you.

Poplar Wood Shipping Boxes

A large stock of both poplar and spruce shipping boxes enables us to make lot shipments in any quantity at prices in line with present costs. Shipped "knocked down." Capacity runs from 12 lbs. to 100 lbs.

Marxoff Box Scraper

(Just Like Your Safety Razor—Simply Reverse Blades When Dull.) Complete as illustrated, including card with 12 blades (24 keen cutting edges), only \$2.00. Additional blades, 1 doz. on card (24 cutting edges), by mail \$1.00.

Cheese and Butter Triers

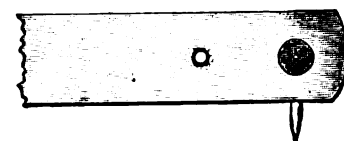
Full assortment for every need. Cheese triers, 5 to 6 inch, all prices, from 50c to \$3.35. Butter triers, 12 to 24-inch, \$1.10 to \$5.85 each. Write for prices on special Rosewood and Ebony handles.

Stock Butter Cartons

For immediate shipment and at attractive prices we can supply nearly a dozen different brands of stock printed butter cartons. Use stock printed cartons when you run short of cartons; when you must supply some customer with a special brand; when you have an "off" grade of butter to sell; or when requirements are too small to afford special printed cartons.

Corrugated Fiber Butter Boxes

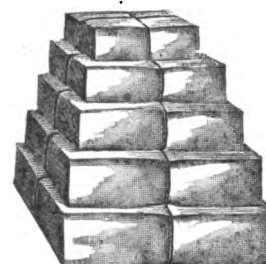
Dust proof, theft proof, insulated shipping boxes—better, neater and cheaper than wood—keep contents of box in sweet, cool condition. Saves time in packing; requires no parchment liners. Capacity 2, 3, 5, 6, 10, 15, 20, 30 and 50 lbs.



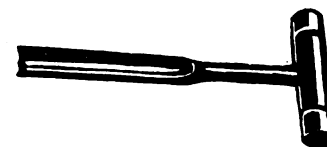
Tub Fasteners



Tub Liners



Parchment Squares



Cheese and Butter Triers



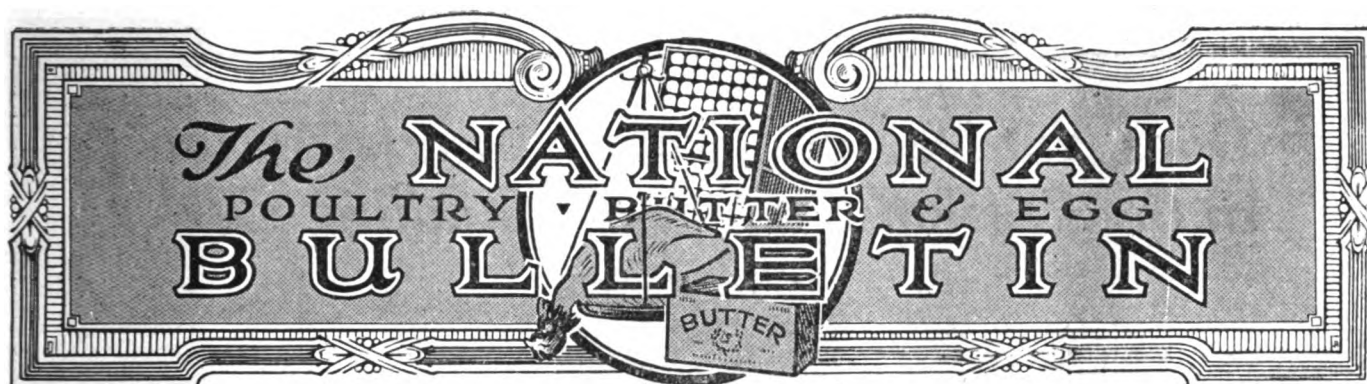
Corrugated Fiber Butter Boxes

Twin City Branch—2490-2494 University Avenue, St. Paul, Minn.

A.H. Barber Creamery Supply Co.
300 W. Austin Ave., Chicago, U.S.A.

A. H. Barber Creamery Supply Co.
Gentlemen—Please send us complete information and prices on

Name.....
Address.....



The Sixteenth Annual Convention

**Noonday Luncheon Draws Record Attendance—Banquet and Entertainment Features
Without a Hitch—Chicago Committee Lauded—Pfeiffer President**

The exact number of persons who attended the Sixteenth Annual Convention of the National Poultry, Butter and Egg Association will never be known. Some miscreant stole, took and carried away, the records on Monday evening, October 16th. A check-up made on Tuesday the 17th, disclosed 1096 in attendance, and since then other check-ups disclose figures well over the 1100 mark.

Personal Mention

E. E. Wilson of Boston and Fred King of San Francisco were not present. For other personal mention, please consult the roster of membership on the back pages of the monthly "Bulletin"—all were present.

Registration

Registration commenced at 12 o'clock Sunday noon and continued till noon on Tuesday.

Get-Together Luncheon

The get-together luncheon in the Tiger Room at noon of October 16th was one novel feature of the convention. It was the only scheduled business session of the meeting and it drew together 486 members who came prepared to eat, visit their table companions, hear the swan song of President Klein, and listen to a ten minute address by M. A. Hagensick of Des Moines, and then to depart to engage in their own enterprises.

This was the promise of the Executive Committee and this was its plan, but these 486 members and the Executive Committee may make their plans and arrangements in advance, all they care to, but it is not always in their power to carry them through, and they did not in this case.

Not on the Program

At the suggestion of President Klein, the Executive Secretary was requested to make an announcement concerning the condition of "Bill O'Keefe" who at the moment (and for a long time prior thereto) was lying at death's door.

The simple statement of "Bill's" condition, coupled with the affectionate regard with which he is held in the hearts of the membership at large, was sufficient

to hold these 486 business men in the Tiger Room of Hotel Sherman till every last man of them knew beyond the peradventure of a doubt, that "Bill" would be well cared for. They remained in that room in spite of the fact that the management was pressing hard for it, to prepare for the great banquet which was to follow in a few short hours, and they *did* care for "Bill" in a manner that has never been approached at a like convention.

This feature of the convention is written for a journal which reflects the ethics of the industry and, incidentally, the ethics of the individuals who make it up, and as a matter of history it must be said that great souls were exhibited to the light of day as they freely, and with rivalry, participated in this testimonial.

It will be a satisfaction to these great souls to know that as this story is written on November 1, 1922, "Bill" is at his father's home under the kind ministrations of brothers and sisters. While at the present moment his condition may not be termed as "convalescent" his physician again ventures the opinion that "he will make the grade."

Sir Launfal had a *vision*; these great souls participated in a *reality*.

Another matter of importance and which was not on the program, was the presentation, by Henry E. Van Norman, of the plans for the holding of the World's Dairy Congress, to be held in the United States next year. Mr. Van Norman concluded with an appeal for co-operation on the part of this association.

The experiences of the get-together luncheon made light hearts and developed a spirit of good fellowship which continued throughout the meeting.

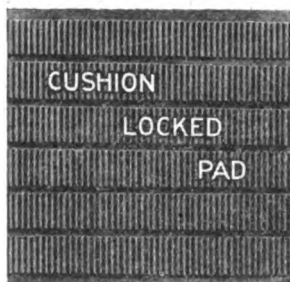
The Banquet

The banquet was a real one and sets a record for attendance. Oscar W. Olson, former President of the Chicago Mercantile Exchange, acted as Toastmaster, and Honorable William Hale Thompson, Mayor of the City of Chicago, was speaker.

Seated at the speaker's table were: M. E. Nevins, Chairman of the Chicago Committee on Entertainment; Joseph C. Borden, President of the Chicago

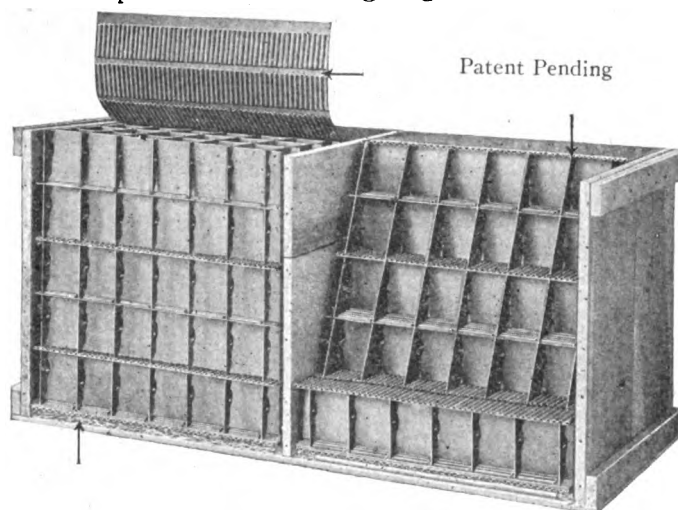
Does Not Deviate From a Single Action in the Present System of Handling Eggs

No Trade
Objections



Locks the Filler
Both Ways

One million of these Cushion-Locked Pads have already been used in shipments. Straight cars, mixed cars with dressed poultry and express shipments, all have been checked up very closely by the receivers and not the least sign of breakage has been found in any of these shipments. We are going to let our customers tell the story:



CUSHIONED —
To protect eggs from
Vertical Shocks

LOCKED —
To prevent Shifting
of Fillers in the Egg
Case

Write for Free Sample of Pads

Watch this Space: In each issue there will be a story written by a different user of the Cushion-Locked-Pad.

RADLO BROS. CO.

COMMISSION

Poultry and Eggs

21-22-23 South Market Street and 27 Chatham Street

BOSTON 9, MASS.

*Cushion-Locked-Pad Co.,
208 N. Wells Street,
Chicago, Illinois.*

Gentlemen:

The eggs we have been receiving from one of our shippers the past five or six weeks have all had your Cushion-Locked-Pads as flats between each layer, and will say for your information that we have received eleven cars packed with your Cushion-Locked-Pads, and have not found the least sign of breakage in any of the eleven cars.

We can strongly recommend your Pads as we know from experience that they will prevent breakage and eliminate railroad claims.

October 24, 1922.

*Yours truly,
RADLO BROS. CO.
By Mark Radlo*

CUSHION-LOCKED-PAD COMPANY

Room 303

CHICAGO, ILL.

208 N. Wells St.

Mercantile Exchange; J. M. Klein, President of the National Poultry, Butter and Egg Association; P. F. Combiths, Junior Past President of the National Poultry, Butter and Egg Association; Henry Pfeiffer, First Vice President of the National Poultry, Butter and Egg Association; M. A. Hagensick, Second Vice President of the National Poultry, Butter and Egg Association, and Thomas B. Cooney, President of the Chicago Live Poultry Board.

Heretofore souvenirs, commemorating annual conventions have been presented to the ladies only, but on this occasion, the Chicago Committee disregarded all precedents and presented each man with a handsome white gold, vest pocket knife.

Toastmaster Olson measured up well to the occasion and in an easy flow of language, replete with wit and humor, and *apropos* stories, introduced Mayor Thompson.

In a style which is peculiarly his own, Mayor Thompson drew attention to the remarkable progress the great City of Chicago had made under his administrations, with regard to the health and security of its inhabitants, after which he welcomed the guests to the city. The Mayor struck a responsive chord in the hearts of the guests when he stated that the remarkable health record of the City of Chicago was due in a large part, to the efficient distribution of good, wholesome poultry, butter and eggs. He struck another responsive chord when he stated that he would be glad to consider, as partners, with him, members of the National Poultry, Butter and Egg Association to act together in serving the people of the City of Chicago, as well as of the entire country, with good, wholesome and fair-priced food products.

Theatre

After the banquet the guests adjourned to meet immediately at the Palace Theatre, where they enjoyed a high class show.

After the theatre, twelve bells and good-night!

Morning Business Session

Promptly at 10:30 o'clock on the morning of Tuesday, October 17th, President Klein called the business session to order. The program for this session was arranged from topics suggested by the members who attended the luncheon of the day before. This session was very poorly attended, though the topics discussed were of the most vital importance to the trade. The first topic discussed was: Why do not the public schools of this country teach the wonderful food value of butter and eggs?

This was propounded by Mr. H. H. Brown of Philadelphia. Those taking part in the discussion were Mr. Brown of Philadelphia; Mr. Broeder of St. Louis; Mr. Kilbourne of Chicago; Mr. Pfeiffer of Logansport; Mr. Kelly of Chicago, and the Executive Secretary. The discussion resulted in the passage of a motion to the effect that the Association should devise ways and means whereby facts pertaining to the wonderful food value of butter and eggs and the facts of the cold storage of butter and eggs could be taught to school children.

Another topic considered at this session was the live poultry car situation. Because this question was still under investigation in the Executive Offices, it was suggested that the investigation be completed, and that the Executive Committee should make such recommendations as might be indicated.

Other topics suggested were: The refrigerator car situation, future trading and the express company's

rates, rules and regulations and claim practices.

Concerning the refrigerator car proposition, the printed report of the Executive Secretary was referred to; concerning future trading, it appeared that same thirteen requests to discuss future trading had been made. No person, however, responded when the topic came up for discussion, and the matter was passed. Ample opportunity, however, for such discussion was afforded.

The topics having to do with the express company resulted in the appointment of a committee consisting of Mr. Cappel of Peoria and Messrs. Kelly and Combiths of Chicago, to confer with the express company with a view to coming to reasonable understandings.

Afternoon Business Session

The afternoon business session passed an amendment to the by-laws having to do with inspection certificates. The report of the Committee on Resolutions was presented and unanimously adopted, after which Mr. Gray of Montreal gave a short talk on Canadian customs regulations. He was followed by Mr. Daniels of Philadelphia who invited those present to attend the house-warming of the Philadelphia Produce Exchange when it moves into its new quarters some time in November.

Then followed the election of officers for the ensuing year. The Report of the Nominating Committee was unanimously adopted and the nominees declared duly elected. President-Elect Pfeiffer then took the chair, after which Chicago was unanimously selected as the convention place for the year 1923. Then followed the election of the Nominating Committee and final adjournment.

The addresses and reports referred to in the foregoing will be found on another page of this issue of the "Bulletin."

Entertainment for the Ladies

During the business sessions above referred to, some five hundred ladies were being entertained at a luncheon and entertainment at Marigold Gardens. Handsome souvenirs were presented for the use of the ladies themselves, and in addition, souvenirs were presented to take home to the kiddies. This function came to a close about 4:30 in the afternoon, after which the guests were returned to the Hotel Sherman where adieus were said.

In the Lobby

The hotel lobby is the favorite meeting place for members of this Association. From the middle of Sunday afternoon till late Tuesday night, it was swarming with members from every section of the Union. Old acquaintances were renewed and new ones made. The volume of business that was transacted will never be known.

Under the present system, the hotel lobby is the place to get expressions of opinion, and one of the live questions discussed in the lobby of Hotel Sherman during this convention had to do with our present cold storage laws. The prevailing opinion was that the present laws, which require cold storage foods to be marked "cold storage goods," are detrimental to the best interests of producers, distributors and consumers, and consequently serve no good purpose.

The Mezzanine

The exhibits of the supply people were worthy of note. The improved devices for preserving our products and for transporting them in commerce, speak

National Response to Butter and Egg Advertising

THE Chicago Mercantile Exchange is pleased to report to the industry as a whole that the campaign to induce a greater public consumption of butter and eggs—at the close of the first five weeks of its duration—is an unqualified success.

From every corner of the country, from every trade territory in the Union, from the Canadian line to the Mexican border and from Portland, Maine to Portland, Ore., have come words of endorsement, hearty declarations of approval, and assurances of support and co-operation.

Other exchanges have responded favorably—many of them. Allied interests have expressed sympathy and promised liberal aid. And the great public, obeying the impulse created by newspaper advertisements, wall posters, window strips, booklets, etc., is eating butter and eggs in such increasing quantities that improved market conditions are manifest.

This work, so well begun and so loyally endorsed, should be a real national movement next year. Scattered efforts should be concentrated for a splendid uniform drive in 1923. All who are concerned in this big problem should ponder seriously the possibilities of such a national campaign as revealed by the more or less unorganized efforts put forth this year.

CHICAGO MERCANTILE EXCHANGE

louder than any words of the improvement this industry is making along the lines of efficiency and economy. Among the exhibits were poultry house equipment, which would increase quality production—improved processes for sterilizing eggs—scientifically balanced poultry feeds—improved poultry shipping coops and butter containers—improved egg case fillers and flats which would prevent the breakage of eggs in transit—these and kindred devices were exhibited to the best advantage by persons who are skilled in meeting the needs of the industry in answer to the demands of the public. Those who supply the devices used by this industry, through these exhibits, disclosed that they are keeping well abreast of the times, and shippers must adopt improvements from time to time or fall by the wayside.

The Chicago Committee

The Chicago Committee well represented the Chicago trade. Bearing in mind that every act performed by this committee had to be performed in advance, an unusual amount of foresight had to be exercised. The foresight in these instances was true to form, and the guests, with one accord, voted the Sixteenth Annual Convention of the National Poultry, Butter and Egg Association, the best in its history.

PRESIDENT KLEIN'S ADDRESS

It affords me great pleasure to welcome you to our Sixteenth Annual Convention.

At our annual meeting we assemble to report and surrender the result of our untiring efforts and activities of the year which has just ended.

It is our further duty to elect, appoint and install new officers to carry on for the ensuing year the pleasant labors with which the Association has greatly honored the present retiring officers.

It has pleased the Giver of all good gifts and graces to grant the National Poultry, Butter and Egg Association in its membership, many members of talent and virtue—men who rank high in their chosen occupations and industries.

These men have given of the most precious thing on earth and have given of it freely; unstintingly have they given of their time and rendered exceptional service to the Association, and by their splendid and unselfish efforts, have made the year of 1922 replete with successful accomplishments.

No association has the right to exist if it is not of benefit to those within its membership—to its industry as a whole—to general business—and to the public at large. It must make its positive contribution toward improvement, advancement and betterment.

A year ago upon being installed as President, I said that I would manager the affairs of our Association to the utmost of my ability, and give you the very best that was in me, and that I would administer the affairs of our Association in the interest of all the members. I have tried to do so, and if I have not always succeeded, it has been through no lack of conscientious effort.

Were I to attempt a proper acknowledgment of the individual efforts and labors of all our officers and committees, I would of necessity have to record a rather lengthy report, lest I do some of them an injustice by brevity of mention, and possibly give undue praise to others, I beg leave to depart from the usual time honored custom of numerous personal mentions, and leave the record of their individual worth and work, which deserves the highest possible praise to the mind and conscience of the members who have witnessed them.

A report of what has been accomplished by our executive committee the past year will be found at each seat for your information.

A Valedictory address always contains a spirit of sadness as well as joy; sadness when we miss the faces of those of our members who have passed to the great beyond, severing the bonds of years of association; joy that those who are left can cherish their memories until we are called where there is no more separation.

One year ago you elected me to the highest office in your gift, that of President. It was an honor I thoroughly appreciated. It has been my endeavor to keep up the repu-

tation of the Association as set by my predecessors. I shall always cherish the memory of my affiliation with you, and while health and strength remains, I shall be ever ready to do my share of work in the Association.

I bespeak for my successors the same fidelity and loyalty you gave me.

MR. HAGENSICK'S ADDRESS

Mr. Chairman, Members of the National Poultry, Butter and Egg Association, and Guests: To my mind this program has not been quite enough balanced, up to now, and in an endeavor to get it a little more in balance I should like the privilege of telling you a short story.

There was a colored lad in school that the teacher could do nothing with, and finally was compelled to call on the young man's mother. She made the call and said, "Mrs. So-and-so, why is it your boy does not get along in school?"

The mother replied, "Well, I will tell you, lady. He is just a good for nothing scamp. He is just like his father. My, I am glad I didn't marry that man." (Laughter.)

I am not a speech-maker, the reason I am standing up here now is because I am a member of your Executive Committee, and to me has fallen the task of enlightening you as to our activities, but as you will all read our Executive Secretary's printed report of our past year's work, I will tell you instead of what your Executive Committee justly call lack of activity on the part of some of you.

Our trade is beset with many trials, and as a remedy we all believe in organization. You believe in organization; if you did not you would not be in Chicago for this Annual Meeting. You support the National by sending a check each year for \$25 to pay your dues, which is further evidence of your belief. By the way, this is the smallest \$25 investment you make for your business. You get it back time and again before your year is out, but many of you do not give the most essential but least expensive requisite a successful organization must have, and that is thought.

Many of you do not even begin to realize the good this Association which has stood the test for years has done. I say this because I believe if you did appreciate the organization you would move heaven and earth to increase the membership and at this time there are no signs that this is the cause of any of the rumblings that we hear today.

Read the Secretary's report from cover to cover, and try to realize, if you will, what we would be compelled to endure were it not for the obstacles removed by your National Association.

In the year 1906 a small group of New York men, principally, formed the National Poultry and Game Association. Like all new organizations their dues were nominal. They started out at \$5 per year. They took out a charter in New York, and then came West for help, stopping in Chicago, and for the first few years, as I understand it, the meetings were held in the old Chicago Butter and Egg Board. Gradually the strength increased and they sought larger quarters, coming to the Sherman.

For eight years Mr. Harry Dowie, who has since left us, handled the affairs as President, followed by Mr. McNeill for a year, Mr. Whitcomb who is not with us today, for a year, Mr. Patton for two years, Mr. Briggs of Boston, Mr. Combaths of Chicago and Mr. Klein just finishing his first year. The name was changed a few years later to the National Poultry, Butter and Egg Association, and as you gentlemen all realize, or you who have paid any attention to the affairs of the Association realize, great good has been done.

On the other hand there is such a thing as too much organization. We have all paid a severe penalty for that recently while the coal people were trying to iron out their difficulties. I believe the National is the one organization to which our trade should lend all its support, and that if we do so our troubles will be eliminated eventually so far as organized effort has the power to eliminate.

I do not know of a matter that has been brought to the Executive Committee that has not been handled to the entire satisfaction of the big majority of our membership, and in addition to that, our Executive Office has originated many innovations and investigations that have been far-reaching in benefiting our trade. One of the best things that ever happened to your business I want to remind you is due to organization—the carload rate on dairy freight in official classification territory. It is true we were entitled to a carload rate, but why didn't we get it long before we did? Simply because of lack of sufficient organization. Finally the Kansas State Association opened up the time-worn subject, and took the case before the Interstate Commerce Commission asking other organizations to intervene in their behalf.

FEED WONDERFAT SHIPPING FEED

A PROFIT MAKER



It is a pure, clean feed especially made for live car shippers—consists of only those materials which will be most productive in building up the poultry—absolutely uniform in blending—highly palatable—so carefully ground that it is easily digested.

Easy to prepare for feeding—quick in results—a profit maker.

Wonderfat Station feed is made especially for station feeding—in producing and developing the highest grade of dressed poultry—*also* a money maker.

Write Mill Nearest You for Complete Information and Prices

Arcady Farms Milling Company
208 S. La Salle St., Chicago

Golden Grain Milling Company
East St. Louis Ill.

Clover Leaf Milling Company
Ontario St. and Cloverdale Rd., Buffalo, N. Y.

Triangle Milling Company
No. Kansas City, Mo.

The National and others got in, and at the initial hearing held at Topeka, Kansas, the outstanding feature of the evidence was the vast number of producers represented at that hearing through dealers in our organizations.

High priced talent hired to refute our contentions finally lost the fight due to a real organization. The National has done many, many things for you, and will do more and more as the membership grows and the strength in number and finances increase.

Some of the things that the Executive Committee would like to prevail upon you to do would be first for you to get firmly into your minds the realization that the Executive Office here in Chicago is open the year 'round, and at all times you will find a staff of very capable people, headed by our efficient Executive Secretary, Harrison Jones, ready and anxious to serve you. Their job is to help you.

The second request is that you make it a point to answer all inquiries you get from the Executive Office. Do not pass up answering a questionnaire because you figure the matter will be handled satisfactorily. Send in your answers and advance any suggestions for the good of any or all of us. The Committee must know your ideas in order to do the most good for the Association. The last, but not least important thing we want to ask you to do is to help increase the membership. Every one of you could get a new member if you would but make the effort. Please help the National and thereby yourselves by being real boosters and proud of your membership.

Pardon me for a reference to my own state organization, the Iowa. Deflation was surely a wolf at the door for many of us, and one thing we were taught to do out there by organization was the buying of about ninety per cent of our live poultry on a graded basis, giving to the *prima donna* hen the attention she was formerly compelled to divide with the nearly worthless scrub. For the present Committee, please accept our sincere thanks for the privilege you have extended for service to you. (Applause.)

ADDRESS OF HARRY E. VAN NORMAN

It was my privilege this summer to visit ten countries of Europe in the interest of plans for the World's Dairy Congress to be held in this country next year. I was told in several countries, "You are ahead of us in America." I was pleased, but I said, "Why are we ahead of you? It is because we have the organization habit." We come together in groups like this and trade ideas and then go home and use those which fit our business.

I believe that is responsible for much of the progress of this country. You men represent a very large part of a gigantic industry which has many great divisions.

It was said at Minneapolis last week that if you would kill all the cattle and all the hogs and sell them and all the wheat at the market prices of last January, you would not have as much money as the farmer received for his dairy products at the farm, and yet he had the cows left.

Now, I presume, that you men get a part of your business from the dairy cow, and it is proposed to hold in America next year a Congress and International Exchange of the newer things that have developed in this great industry. The price of butter in Australia or Denmark and the United States will reflect material changes in conditions in any one of those countries. When condensed milk had to go to Europe for the war the price of butter followed it up and when condensed milk stopped going to Europe after the war the price of butter followed it down. Now, we are all interested in all branches of this industry if we only knew it. We are all affected by every branch. It is the belief of the leaders of many parts of this industry that we have come to the point where we may not only exchange ideas with each other, but where it will be worth while to exchange ideas with the thoughtful men of other countries, and therefore we are inviting them to join with us for an exchange of the newer ideas.

Please write in big letters, these words, and think on them: "Progress is Ahead of the Printed Page."

With all due respect to the newspaper men, the newest thing that has been done is not yet in print. You have got to go to the fellow who is doing it and hear it from the fellow's own lips if you want to know about it. Therefore, we propose to invite those men who are doing and have done the new things of the last five years to come to America and trade ideas with us. We believe progress is not a matter of secrecy, that that organization, that nation, that people, that firm, that company that has the most ability will best use all these assets and prosper in proportion to its ability. Therefore, we feel we have nothing to fear in inviting the dairy interests of Australia, Argentina, South Africa, and

Europe to come here and meet with us, and let us trade ideas with them. We believe the industry will prosper from the publicity growing out of the fact that Prince Rothchild of Paris, or Ru Kong Hing of China is willing to come over here and study our business so he may go home and teach his people how to use more dairy products. Do you realize, men, that there are pale-faced, bow-legged, anemic children in some of your homes today just because you don't know enough and your wife doesn't know enough to feed them all the butter, milk, eggs and ice-cream they need?

In other words, gentlemen, we have nearly twenty-five or thirty per cent of our children whom statistics show are ill-fed and undersized because of ignorance. Now, then, this industry has a tremendous opportunity to increase its business—not by tearing down somebody else's business, not by taking the business away from somebody else, but by teaching the American fathers and mothers how to more wisely feed their children and to an even greater extent is that true of the other countries of the world and some of them are beginning to sit up and take notice and wanting to know how we do it.

You can't build more business for yourselves except by two methods. One is taking it away from your competitors, and the other is creating new business, and this industry has an opportunity to create new business at home and abroad, and every man who makes a dollar off the dairy cow or her products or the handling of them, or is in any way associated with it will prosper. Therefore, we who have been charged with the plans for this World's Dairy Congress invite this great business which stands one leg on the dairy cow and the other on that little insignificant hen to join in with us in the development of this Congress so it will mean dollars and cents to you who have business investments and shall mean a stronger, healthier generation to come because of a wiser organization and understanding of the relation of our products to the health of the coming generations; we place this invitation before you. I hope your Executive Committee will have occasion in due time to have an official and active part in the development of these plans. I thank you. (Applause.)

REPORT OF COMMITTEE ON RESOLUTIONS

RESOLVED, That the National Poultry, Butter & Egg Association, extend to the Management of the Hotel Sherman, its appreciation for courtesies extended during the Convention; and further that the appreciation of this body be expressed to the members of the Chicago Committee who have rendered such efficient service in making the convention a success.

FURTHER BE IT RESOLVED, That this organization express its appreciation of services that have been performed during the past year by all the officers of the Association and the executive board, and that particular recognition be made for the devotion to his duties of President J. M. Klein, who has so untiringly devoted himself to the work of the position which he has held during the past year; and as a token of the esteem of his fellow members in this Association, a check of \$500.00 be presented to him. And this body further records its appreciation of the services of Executive Secretary, H. F. Jones, and his able assistant, Wm. M. O'Keefe, to whom the Association extends its sincere sympathy in his present illness and its cordial good wishes for a speedy recovery.

2. The Association expresses its thanks to the Purina Mills of St. Louis for their generous contribution of poultry for the Association luncheon and high appreciation of the quality of the gift.

3. Whereas the standardization of farm products is the tendency of the times and requires the experience of practical handlers and distributors;

RESOLVED, That the Executive Committee be urged to keep in touch with all authoritative movements to establish commercial standards of Dairy and Poultry products, to offer the assistance of the Association in the formulation of such standards and guard

NOTICE TO CRATE FATTENERS

Get More Rapid Gains
with

FUL-O-PEP Fattening FEED

Ful-O-Pep Fattening Feed is a new and improved formula that will absorb just the right amount of milk to produce the most rapid gains. This feed will produce the best bleach and highest quality of flesh.

The high Oatmeal content insures the best appetite and digestion for broilers, fryers and roasters and produces that firm white fat and flesh that is so desirable on fowls.

Give Ful-O-Pep Fattening Feed a trial—you will be agreeably surprised with the better results.

The Quaker Oats Company

Poultry Feed Dept. N. P. B.

Address, Chicago, U. S. A.

The QUAKER OATS COMPANY, Poultry Service
Dept. 000, Address, Chicago, Ill.

Send me complete particulars and quantity prices on
FUL-O-PEP FATTENING FEED.

NAME

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Fill Out
and Mail
Coupon



against the adoption of any that may be impracticable or detrimental to the public interest.

4. Whereas, improvements in the packages and packing of Dairy and Poultry products are of great importance to the industry and should be subject to the experience of practical handlers;

RESOLVED, That the National Association of Egg Case and Egg-Case-filler Manufacturers, in its efforts to improve such packages and packing material, be invited to consult and work in cooperation with the Executive Committee of this Association.

(Signed) F. G. URNER, Chairman,
GEO. H. BROEDER
J. A. LONG
M. A. HAGENSICK

ADDRESS OF O. W. OLSON

Ladies and Gentlemen, Members of the National Poultry, Butter and Egg Association, and Guests: No doubt when you see me arise to the position of Toastmaster again this year you may think that I feel very much like the little boy whose fond mother, in thinking of a career that would be suitable for the little fellow felt that he ought to be a minister. But the little fellow felt otherwise. Finally, one day the little boy came home to his mother and he said, "Well, Mother, I have changed my mind. I think I will become a minister."

The mother said, "I am glad to hear that, but what is your reason for changing your mind?"

He said, "I would rather be the fellow who stands up there and shouts than the fellow who sits down and is shouted at." (Laughter.)

There is one thing about this Convention and I notice it more year after year: the ladies are in greater attendance as each year comes around, and I think it is a very fine thing. It shows that the men who are engaged in this business are very attentive to the ladies; it indicates that they have a high regard for them and that they want them to be with them when they come to these Conventions.

They are very different, the men, from that colored fellow who had just proposed marriage. They were contemplating their plans and this fellow said to his girl, "Now, Mandy, when we get's married, you ain't going to quit that job youse got with those white folks, is you?"

"Well," she said, "surely we are going to go on the train and have a nice honeymoon, ain't we?"

"One of us must go," he said, "and there ain't nothin' to hold me, but youse got responsibilities." (Laughter.)

Now you see the men who are members of this Association and are engaged in this industry get real encouragement and advise and help from their better halves, and that is the reason they bring them with them to this Convention.

This National Poultry, Butter and Egg Association, meeting for its Sixteenth Annual Convention is a thing we are all proud of, and it is an Organization and Association that we feel glad to belong to, because it represents the men who are engaged in the daily task of supplying these particular foodstuffs, these commodities, to the large consuming centers of the country.

I think sometimes that it is a misfortune that the men in this business should be called commission merchants, because there is such a stigma attached to that name. You know, during the time of the war, and shortly thereafter, this class of men, the middlemen, were called the profiteers.

I think it would have been fine if, a long time ago, we might have taken the advice or suggestion of the men who are in the real estate business, for instance. Now they are in the commission business, selling real estate, but have you noticed the name they take unto themselves to indicate the profession they are in. Now they are all realtors. They are not real estate commission men. I wonder if it would not be a good thing if we had been called produce-ators, or something like that.

But, after all, of course, the name does not make any difference. We know what we are. I am reminded of the story of a little Jewish fellow in one of our Chicago schools. You know we have some ambitious teachers in the Chicago schools, and this particular one in that grade felt she wanted to educate these little children to the best of her ability, and so she taught them some of the things that were far beyond

their mentality at that time. She told them about philosophy and philosophers. She told them what Epicureans were and what Stoics were, and the names of a lot of other philosophers. Then, after she had had this lesson and a series of lessons, she asked one of these little Jewish fellows this question: "Can you tell me what a stoic is?"

"A stoick? A stoick is the boid that brings the babies." And this same little fellow was taken out by the teacher into one of our great parks of Chicago. The teacher took him out to see all the beauties of nature. Suddenly they heard the sweet sound of a song of one of the birds and she said to the little fellow, "Do you know what that is?"

"Why, yes," he said, "that is a boid."

"No," she said, "that is a bird, not a boid."

"Well," he said, "it sounds like a boid." (Laughter.)

This Convention has been held in the city of Chicago every time, I think, except twice. Therefore, I want to tell the honored guest of this evening that the people of this Association certainly like Chicago. They save up their money for three hundred and sixty-three days of the year in order that they may come here and spend two days in this beautiful city of Chicago, and I know that the mayor does not blame them, and I don't blame them because we think we have a great city here.

And I will bet that every Convention that is held by the National Poultry, Butter and Egg Association will be held in Chicago, because we get the habit of coming here. By the way, that reminds me of a lieutenant in the army who had a very bad habit. He had the habit of betting on everything, of making a wager on anything that he possibly could, and he was a very good lieutenant except for that.

The commanding officer in his particular camp decided that if he were transferred to another camp under another colonel he probably would become a much better officer, and this other colonel could probably break him of the habit, so the young lieutenant was sent from one of the southern camps to one of the northern camps, and when he came into the colonel's office the commanding officer said: "I understand you are a pretty good officer, but you have a bad habit, and that is betting on everything."

"Yes," he said, "I will bet on anything. In fact, I will bet you, colonel, that you have a wart under your right shoulder."

The colonel said, "I will take that bet," and in order to prove that he would win his bet he took his shirt off and showed the lieutenant that he did not have a wart under his shoulder, and so he won the bet. He wrote back to the commanding officer at the other camp from which the lieutenant had been transferred and said to him, "I think I have broken that young fellow of the betting habit and I did so the first day he came into camp, because he bet me that I had a wart under my right shoulder and he lost twenty-five dollars on the bet."

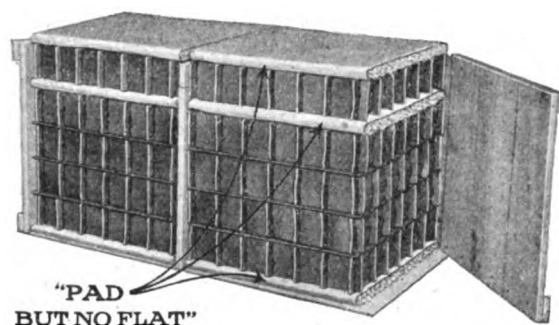
About a week later he got a letter from the commanding officer in that camp from which the lieutenant had been transferred, and he said, "I guess you are all wrong, because before he left here he bet me a hundred dollars that within five minutes of seeing you he would make you take your shirt off." (Laughter.)

The Mayor of Chicago has told me in conversation here that he has noted in the reports on crime that he gets on his desk every single evening before he leaves his office, that during the last twenty-four hours there has been a great decrease in crime in the city of Chicago, and he asked me whether it was possible that some of the wicked fellows had left Chicago for fear. I said, "No, not for fear except in this respect: the people of this Association always exert a great moral influence wherever they are gathered."

And so I say that in order that the Mayor may know something of the audience that he is about to address. You know the office of mayor of a large city like this requires a great many wonderful qualities, but I think one of the great requisites of a man who is to be elected by these three million people, as their executive head, is that one trait of courage, and I want to tell you who are not citizens of Chicago that our present Mayor has that quality of courage in a great degree.

It was my privilege some three years ago when the present Mayor was then running for the office, of introducing him to the members of the Chicago Butter and Egg Board, and I know that after he finished speaking at that time, because of his magnetic personality, he made a lot of friends, and I know that after we hear him tonight we are going to feel that he has that quality of courage and the quality of magnetic personality in a very large degree, and it becomes my privilege and honor at this time, to introduce to you the Hon. W. H. Thompson, Mayor of Chicago.

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During the past season, claims for damage to eggs in transit, were reduced to a minimum heretofore thought impossible.

No single factor contributed more to this result than the **Improved Excelsior Egg Case Pads**

Use New Standard Cases, New Standard Honeycomb Fillers and Six **Improved Excelsior for Pads** placed as shown in cut. This method of packing is approved and recommended by the carriers.

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MAYOR THOMPSON'S ADDRESS

Mr. Toastmaster, Mr. President, Ladies and Gentlemen of the National Poultry, Butter and Egg Association: I have been asked to break bread with you this evening, that I might be given the opportunity, the honor, and the distinction to present to you and especially the visiting delegates, Chicago's greeting and Chicago's welcome to the members of this splendid Association, and it is a privilege and a pleasure in the name of our people to welcome you to Chicago, to hope you have had and will have had a good time, and to wish you Godspeed, and that you will come back fourteen years more as you have in the last sixteen. (Applause.)

Your eloquent toastmaster has introduced me in such a way that I am embarrassed when he speaks of magnetism and force, etc. I want to apologize. I am not going to take much of your time, because why should I ruin a perfectly good vaudeville show with any effort of my own, and I understand that they have a special attraction across the street, and although they will wait until you arrive, I am not going to keep you away from there too long. And so that the ladies particularly may feel comfortable and appear at the vaudeville as they are now, I want to announce that the Mayor of Chicago is not a betting man. (Laughter and applause.)

I have always been interested in the produce business of Chicago, and I come by some of my knowledge honestly. One of my first experiences, as a youngster, before I was fourteen years old was a job in a grocery store, driving a wagon. Part of my duties was to come to South Water street every morning with my boss, and while he bought produce I had to follow with the wagon and have it loaded when he finished buying. So, as a youngster I learned something about the commission business. I happened to have been, for quite a number of years, in the real estate business, and I honor the men that gave us the distinction that your Toastmaster has spoken about.

He has suggested a new thought for you this evening. Let me add a suggestion that came to me as he was extending his witty remarks. You might call this Organization the Producers of the World. I believe that you are entitled to that distinguished name because who produces more than you do for the welfare of our people?

I was amazed to learn of the extent of your great Organization, how you have members in Canada and Cuba and New Zealand and Australia and elsewhere, and how you deal in over three billions of produce per year, and as Mayor of Chicago through the experiences that have come to me while I have carried the responsibilities of this great office as best I could, I have learned and learned thoroughly the great importance of our people being furnished with proper nourishment and proper food, and who does more in that regard than you men do? (Applause.) In the protection of the food supply of our people of this nation, you may be building even better than you realize.

I had the honor of appointing a man Commissioner of Health of Chicago who made the greatest record that any health commissioner ever made, and the whole basis nearly of his great fight for the good of the people of this community was good food, pure water and pure milk.

He not only educated and trained the milk men so that Chicago might have one hundred per cent pure milk, but before he got through Chicago milk's guarantee of purity was one hundred per cent pasteurized. He watched the water supply until the water supply of Chicago was 99.99% pure, and he watched the other activities, and you men and others of Chicago joined with him. Do you know the result of that scientific fight?

When John Dill Robertson was appointed Health Commissioner about seven years ago we used to lose one baby child out of every seven before it was one year old. That was a better record than most cities. Do you know what pure milk, pure water and pure food have done for the babies of Chicago?

We lose one baby child today not out of every seven, but one out of every twelve. (Applause.)

The death rate of the City of Chicago which was a good record for years was fourteen per thousand per year, and for the last five years on account of what I have explained to you and some of the other remedies that have been applied and scientific living, it has come down, down, down, until Chicago has the proud distinction now of leading the world, and being the healthiest city in the world, with eleven per thousand a year dying, instead of fourteen per thousand a year. That means that we are short a string of caskets nineteen miles long, my friends.

I may have made some enemies with the undertakers (laughter) but in the main the men and women we keep here

are voters, and they are useful to your Mayor. (Applause.)

We used to lose twelve people per day from tuberculosis. Chicago has gained in population, 350,000 persons in the last seven years, and even with that great gain, the loss by tuberculosis has been cut in two, from twelve to six per day, and I could go on down the line discussing these statistics acknowledged by the federal government that are going down in history, until you would think that I, as Mayor of the city, did not come here to welcome you but was giving you a talk that should go to a Health Convention.

But my point is that in my opinion you who deal with the eatables and the foodstuffs and by your vigilance serve the people properly with pure and healthful food are just as much entitled to the credit as John Dill Robertson and Bill Thompson. (Applause.)

I have read the purposes of your Organization and your principles, and I want to congratulate your officers and the members of this Organization for what you stand for. I certainly have a much better understanding of your Organization than I had a week or so ago, or before I came here. I was anxious to learn of your activities if I was to talk to you for a few moments, and I feel that Chicago's Mayor has got some new partners. We have all been working for the same thing, only I didn't know it before, so I want you who do business here to feel perfectly free to come to the Mayor's office or to his home at any hour of the day or night, that we may make this a better and greater city to live in, and that your endeavors and mine, for the good of the people, may work in a little closer harmony.

I used to be Captain of the Chicago Athletic Association football team a good while ago. One of your officers (Joseph C. Borden), sitting beside me here is another battler. He has won many prizes in his athletic activities and he may know even better than you, that in the Chicago Athletic Association's endeavors on the football field, or in the track team, there was one great fundamental we learned first and that was that you could not accomplish anything that amounted to anything without team work, one hundred per cent co-operation, and that is what I have tried to carry with me all the time since I have been Mayor of Chicago.

I realize that in this great city of ours (those of you who don't live here will pardon the Mayor of the Windy City for saying this) we have the greatest people in the world, barring no city. I could prove it to you if it was necessary. I want to touch on a few thoughts more.

A year ago we organized our Kiddies School Boy Skaters to increase athletic activities during the winter time. The Fire Department, at my request, flooded five hundred lots in Chicago. We have had the greatest skating in the last two years that Chicago has ever known. It is a great, wholesome, healthful athletic winter exercise.

New York challenged us, Cleveland, Detroit and Pittsburgh challenged us. We had trial races. Thirty thousand school boys of Chicago responded, and registered their entry in the trial, each and every one anxious and eager that they might represent our city against these other cities in the contests.

These thirty thousand, by elimination, were reduced to eighteen boys, and they got on the train and went East. A few of them, I take it, never had been East, and they skated in several different cities. They skated in nineteen races; they won eighteen and lost one. (Applause.)

That is what those kiddie school boys of Chicago did. Why? Because they had been eating good food. You had your part in that. Our playgrounds had their part. The firemen who sat up nights and flooded the lots for the boys, five hundred of them, had their part.

While we were in New York Mayor Hylan and his friends gave a great banquet to the schoolboys of New York and Chicago, after the races. We saw at one end of the banquet hall the Fire Department Band, and at the other end of the hall the Police Department Band.

Fitzmorris said to me, "Why can't our Police Department have a band like they have in New York?" I said, "They can." The Fire Department wanted to know why they could not have a band and I told them they could have one. We not only got a Fire Department and a Police Department Band, but a Street Cleaners' Band. They are one hundred per cent Italian (laughter) and they admitted to me at the Pageant of Progress that they had a street cleaner who could out-sing Caruso in his palmiest days.

We not only have the bands, but we have the enthusiasm. Then came the bands in the schools, and now we have thirty-five schoolboy bands. And the point I want to make is this: while I was there and while the heads of the departments were asking why they could not duplicate what New York had, they were also asking why the Chicago Fire Department could not play the New York Fire Department a series of

FOR BIGGER GAINS

Douglas Corn Oil Cake Meal

Made from pure corn germs by wet milling, it is high in nutritive value,—embryo proteins and fat. It will absorb about four times its own volume of water or buttermilk and make a thick mash. Just the thing for best results in

CRATE FATTENING.

The Field Station of the United States Department of Agriculture at Indianapolis, Indiana, found a ratio of

15 percent Corn Meal

75 " Butter Milk

10 " Corn Oil Cake Meal, (Corn Germ Meal)

1.62 percent efficient as compared to 1.00 percent efficiency with a ration of

40 percent Corn Meal

60 " Buttermilk.

The ration containing Corn Oil Cake Meal was the most efficient of the twelve suggested in the pamphlet published by this Field Station. It produced a pound of gain in live weight from 2.18 lbs. of grain, or from 8.72 lbs. of the ration.

Here is a feed produced in the heart of the corn belt, a rich corn germ feed that will enable you, Mr. Poultry Fattener, to make bigger gains and greater profits. Only a small quantity of these clean, pure germs from a bushel of corn.

Mix it with other ingredients or add it to any ready ration when it does not already contain it, to get greater absorption of buttermilk and biggest gains.

Write or wire for delivered prices, stating quantity desired.

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baseball games, and let the money go into the benevolent fund for the widows and orphans of the firemen killed on duty.

I said, "They can." We started last summer and they played the first series of games. Although we have twenty-three hundred firemen in Chicago, and three million people for them to draw upon for support, after paying the expenses of the New York team we put \$117,000 into the Benevolent Fund for the widows and orphans of the firemen killed on duty in Chicago.

I don't want any one from New York to feel that I am casting any reflections on the people of the city of New York. I have many friends there, and Mayor Hylan is a great personal friend of mine. We have exchanged many courtesies, and for nothing in the world would I cast reflections on New York as a people or city, or on her Mayor, but I have said that the people in Chicago are the greatest people in the world, and I am going to use this information to prove my contention. It is a matter of history.

This summer our boys who were beaten by New York last summer, went to New York to play as per the agreement. New York has seven thousand firemen to sell the tickets, and six million people to sell them to, and after Chicago had responded with a profit of \$117,000—net profit—the year before, New York responded with a net profit of \$104,000, so I believe I have a right to say that the people of Chicago are the most responsive people in the world.

We organized our Police Department athletic games, for two reasons, to make a profit for their Benevolent Fund, and to show the people of Chicago when we turned out seven hundred and fifty policemen in their athletic uniforms that we had a better Police Department than they had ever had in the history of Chicago. Once more the people responded. Do you know what the people of Chicago paid in as a net profit to the Benevolent Fund for the Policemen and Firemen only a month or so ago? Our people turned over to them \$135,000.

It has done more to stimulate our Police Department to know that our people are becoming interested in them and that they are willing to respect them if they give good service than any other one thing that has happened in the past few years.

It is easy enough to condemn a policeman. There are only six thousand of them, and they are a thin blue line between crime and our three millions of population. I have tried to inspire them with the idea that no matter how many politicians try to tear them down, to build themselves up, and that their one duty was to give the people of Chicago the best police service given anywhere in the world and that if they would do it our people would respond to them as nowhere else on earth.

So those boys are fighting, and so by the support the people give them and their widows and orphans it may be that if any one of them is shot tonight or any other night, by this important addition of \$135,000 to their fund the boys have a much better feeling in their hearts than they had before.

And I will predict that before Fitzmorris and Bill Thompson and the rest get through encouraging the policeman you will all be proud of them for the service they give to you. And so all these things in making a city better, greater, healthier, revolve around team work.

I am doing my best to do my part, and I know that every true Chicagoan becomes more encouraged every day. I asked for the figures and they show that Chicago today (and I am not a believer in booms) is almost in a condition of boom because we organized the Boosters' Club two or three years ago. We have built and built on this foundation, to tell a few of the good things of our town to the outside world. Your Mayor is no exception; he doesn't lose any opportunity to do his part, and so the story has gone forth; instead of all the bad things being heralded, some of the good is going out into the world, and do you know what the record shows?

Any time in Chicago's past history when we built a hundred million dollars worth of new buildings in any one year was considered a boom year. Do you know how many buildings have been built in Chicago in the last six months? One hundred and seventeen million dollars worth of new buildings—greater than any record of any previous year, and I am just conceited enough to think we are just starting.

In conclusion, I want to thank you for this opportunity to say a few words to you, and I again extend Chicago's greetings to our visiting friends, and appeal to our citizens to get into the team and battle for the good of our city and to make it pleasant for the guests and this great Association.

I thank you. (Applause.)

NEW NATIONAL OFFICERS

Sixteenth Annual Convention Elects Officers for Ensuing Year

At the Sixteenth Annual Convention of the National Poultry, Butter and Egg Association held at Hotel Sherman on October 17, 1922, the following officers were elected for the ensuing year:

President.....Henry Pfeiffer, Logansport, Ind.
1st Vice Pres.....C. S. Borden, Chicago, Ill.
2nd Vice Pres.....M. A. Hagensick, Des Moines, Ia.
3rd Vice Pres.....Geo. H. Broeder, St. Louis, Mo.
Secretary.....F. G. Heilman, Chicago, Ill.
Treasurer.....F. A. Kelly, Chicago, Ill.

Executive Committee

L. B. Kilbourne.....Chicago, Ill.
Gus Ludwig.....Jersey City, N. J.
O. I. Clevenger.....Marion, Ohio
R. R. Baer.....Topeka, Kansas.

Directors

F. G. Urner.....New York City, N. Y.
J. F. Grennan.....Garnett, Kansas.
A. F. Thibodeau.....Detroit, Mich.
Lee Goss.....Minneapolis, Minn.
Fred Heger.....St. Louis, Mo.
Gus Schlosser.....Frankfort, Ind.
J. O. Boettcher.....Weimar, Tex.
J. M. Morris.....Philadelphia, Pa.
A. E. Mills.....Boston, Mass.
C. B. Bowen.....Rolfe, Iowa.

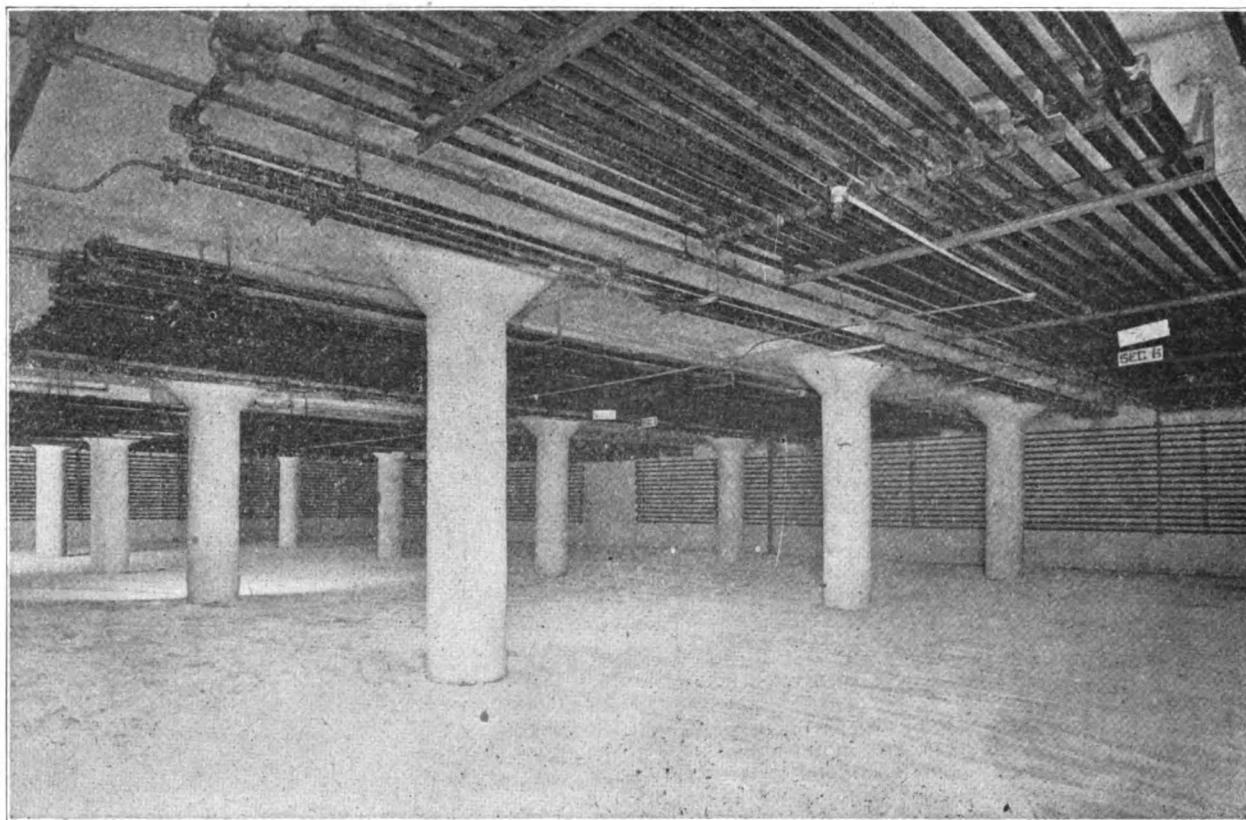
State Vice Presidents

Alabama—B. R. Martin.....Florence
Arkansas—Henry Boggs.....Fayetteville
Australia—P. Duffy.....Sydney
California—Fred King.....San Francisco
Canada—H. R. Gray.....Montreal
Colorado—Lester Bear.....Denver
Connecticut—James P. Berry.....Hartford
Cuba—A. Armand.....Havana
District of Columbia—W. G. Carter.....Washington
Florida—C. G. Hilderly.....Tampa
Kansas—W. F. Metz.....Concordia
Louisiana—H. Goodman.....New Orleans
Kentucky—Norman I. Taylor.....Burnside
Maryland—Arthur Medwedeff.....Baltimore
Massachusetts—L. E. Chapin.....Boston
Michigan—Geo. R. Eldredge.....Detroit
Minnesota—William Samels.....Minneapolis
Mississippi—C. W. Scott.....Myrtle
Montana—W. F. Henningsen.....Butte
Nebraska—Geo. E. Clark.....Omaha
New Jersey—John Augenblick.....Newark
New Zealand—R. L. Woodhouse.....Auckland
North Dakota—R. F. Bridgeman.....Grand Forks
Ohio—W. J. Thompson.....Cleveland
Oklahoma—J. M. Patton.....Lawton
Oregon—E. J. Dixon.....Portland
Pennsylvania—S. S. Daniels.....Philadelphia
Rhode Island—C. F. Cooper.....Providence
South Dakota—Henry J. Kuhle, Jr.....Salem
Tennessee—Geo. H. Brooks.....Martin
Texas—Jeff Brewster.....Houston
Vermont—C. A. Mentzer.....North Williston
Virginia—W. B. Clark.....Culpepper
Wisconsin—S. D. Eckel.....Manitowoc

Sergeant-At-Arms

Alex Moir.....New York City, N. Y.

"100 PER CENT POULTRY ROOM"



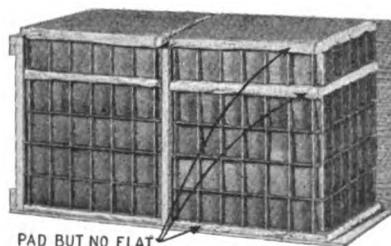
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vantages.*

DETROIT REFRIGERATING COMPANY, DETROIT, MICH.



The experience of the 1922 season has proven the worth of the improved excelsior pad. Use them as indicated in the illustration, six to the case, with new cases, new honeycomb fillers and flats. Good results are certain.

H. W. SELLE & CO.

Manufacturers

1000-1016 N. Halsted St.

Chicago, Ill.

By virtue of the by-laws, Charles E. McNeill remains as Advisory Counsel, and J. M. Klein becomes Junior Past President.

New Nominating Committee

At the same time and place, the following named persons were elected as members of the Nominating Committee:

Charles B. Bowen.....	Rolfe, Iowa.
Oscar W. Olson.....	Chicago, Ill.
J. A. Babcock.....	New York City, N. Y.
J. A. Long.....	Portland, Ind.
A. W. Bear.....	Kansas City, Mo.

Earlier Issuance of Cold Storage Figures Possible

Possibility of earlier release of the monthly Government cold storage report on butter, eggs, and cheese is under consideration by the United States Department of Agriculture. At present the department issues a preliminary report on the 5th of each month based on telegraphic advices from a large number of warehousemen. The figures in this report tally so nearly with those in the final report based upon figures subsequently mailed in by the 1,200 reporting warehousemen that it is thought that what is now the preliminary report may be developed as the final report.

The speeding up of the compilations will depend upon the close co-operation of the trade in submitting reports promptly to the department. In this the department has been promised the co operation of the American Warehousemen's Association so far as the members of that organization are concerned, and efforts will be made to get the remaining cold storage men to send in their reports at an earlier date each month. The present preliminary report based on telegraphic advices will be made the final report if enough warehousemen can be induced to telegraph their figures so that the report issued by the department will be truly representative of the situation. Plans for the new arrangement are now being worked out and will be announced at an early date.

Financial Man for Fulton

The trade will be interested in knowing that effective October 10th, Mr. Vallee O. Appel joined the executive force of the Fulton Market Cold Storage Company in the capacity of second Vice-President and Treasurer.

Mr. Appel has for many years been connected with several of the larger banking institutions of Chicago, and his addition to the organization, in view of his experience, should be of considerable advantage to the company. Likewise he will, no doubt, be of considerable assistance to Messrs. Iverson and Bodmer in relieving them of some of their many responsibilities, and thereby enable more personal attention to the requirements of their customers.

As his title implies Mr. Appel will assume directions of the company's finances, and in addition to an interest in its affairs generally, will take charge of its credits.

Other than the voluntary resignation of Mr. Cohen as Treasurer in favor of Mr. Appel, who will be active in the administration of the duties of Treasurer, there is no change in the personnel of the company. This rounding out of its organization should enable the Fulton Market Cold Storage Company to better serve its customers than ever.

Turkey Raising on Decline

Despite a steady increase in the prices producers have received for turkeys since 1915, production has steadily decreased, according to figures published by the United States Department of Agriculture. The average price received during the four months October to January 1915-16 was 15c a pound. The average price received during the corresponding period in 1920-21 was 32c a pound. In 1900 the census figures showed 6,594,695 turkeys on farms in the United States, while in 1910 there were only 3,688,708, and in 1920 there were 3,627,028.

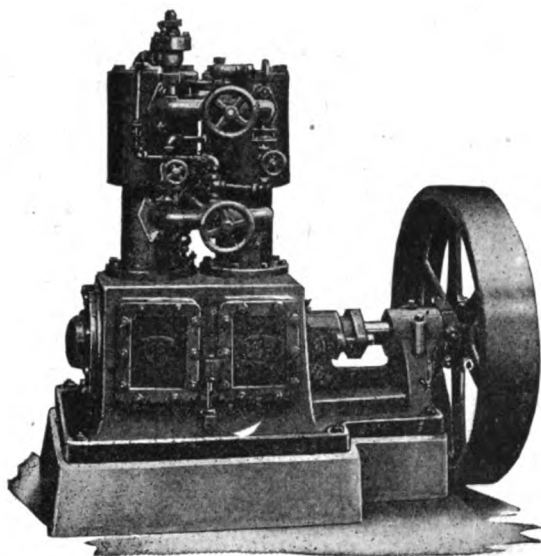
During the past six years the price of turkeys has increased to the producer more than 100 per cent while during the past twenty years the number of turkeys produced has decreased about 50 per cent, the Department states.

It is common knowledge that turkeys are not easily handled for by nature they are wanderers and they usually give considerable concern to those whose duty it is to keep them on the home premises. The almost unconquerable inclination of turkeys to wander into the fields of neighbors has often caused strained feelings and many owners of flocks have abandoned the business of raising turkeys on that account. Turkeys are also seriously afflicted by a disease known as blackhead which has caused heavy losses, and in some instances the business has been given up entirely for this reason. These causes of loss together with the frequent ravages of wild animals including dogs and rats, have all tended to discourage development of the industry.

The raising of turkeys may be a very profitable occupation where there is an abundance of range, ample feed, and reasonable freedom from preying animals, the Department states. Even for those who have a limited range there are opportunities for raising a few turkeys each year if proper time and attention are devoted to it. The Department points out however the desirability of those who enter the business to study it thoroughly in all its features.

It is very difficult to ship turkeys alive to market since the shrinkage is very heavy. Ordinarily turkeys do not eat very much when confined and therefore they are usually killed and dressed locally and then shipped to market, packed in barrels or boxes. Turkeys, like chickens, may be either scalded or dry picked, but the dry picked birds are preferred in most markets because they keep better and there are no losses of their substance by reason of a great deal of the soluble substance being removed by soaking in water or by packing in ice. There are conditions, of course, where there is no alternative but to pack the birds in ice and ship them in barrels. The objection to scalded-dressed birds does not obtain to the same extent where the birds are dressed and sold immediately to the consumer.

Turkeys mature and fatten very much better in the fall when the atmosphere is crisp and fairly cold, such as prevails for some weeks preceding the holiday season. During this season the birds are in greatest demand, although the cold storage product may be had at all seasons. Warm weather during the week preceding the Thanksgiving and Christmas holidays has a marked effect on demand and other conditions being equal, the quality of dressed turkeys for the holiday market may be predicted to a great degree by weather conditions during the fall season.



Unusual Strength

Is the dominant features of both the vertical and horizontal types of CP Refrigerating Machines. Every wearing part is built over strong and capacity for capacity these machines are the heaviest on the market.

We have been building refrigerating machines for creameries and produce dealers for over 25 years and this long experience has taught us that the arduous requirements of a creamery demand a machine of unusual strength. That's why over 5,000 users of CP Refrigeration Machines are universally pleased with their outfit.

If you are interested at all in refrigeration you should send for our free book on "CP Refrigerating Systems."

Address:

THE CREAMERY PACKAGE MFG. COMPANY

SALES BRANCHES—(Write to Nearest One)

CHICAGO, 61-67 W. Kinzie St.
BOSTON, 138-40 Washington St. N.
BUFFALO, N. Y., 133-137 E. Swan St.
KANSAS CITY, MO., 1408-10 W. 12th St.
MINNEAPOLIS, 318-320 Third St. N.
OMAHA, 113-115-117 S. Tenth St.

PHILADELPHIA, 1907 Market St.
PORTLAND ORE., 6-8 N. Front St.
SAN FRANCISCO, 699 Battery St.
TOLEDO, OHIO, 119 St. Claire St.
WATERLOO, 406-8 Sycamore St.

STORE POULTRY WITH

*Modern Warehouses
Quickest Service
Best Railroad Facilities
Reasonable Rates*

*Low Insurance
Financial Strength and
Liberal Advances
A Spirit Of Accommodation*



CHICAGO COLD STORAGE WAREHOUSE CO.

G. M. WEAVER,
Vice President and General Manager

EDWIN C. GOTT

N. A. EMMERTZ
Secretary and Treasurer

GENERAL OFFICES—1526 S. State St., Chicago, Ill.

Henry Pfeiffer

President of the National Poultry, Butter and Egg Association

Perhaps every member of the National Poultry, Butter and Egg Association knows its new President, Henry Pfeiffer, of Logansport, Indiana. The Executive Committee, however, is not taking any chances on the proposition and again introduces him because it is necessary that he be known in every state of the Union.

Mr. Pfeiffer was born in Germany in 1866 and, with his parents, came to America at the age of 15, after having attended the common schools of Germany under the then existing compulsory education laws; after locating in America he again took up his school work in the public schools of the State of Indiana and continued therein till the age of 18, when he entered the employ of Beyer Brothers, and at the age of 20, he became manager of their business at Rochester, Indiana. From this time forward the firm expanded till it had branches in 16 different localities, with Henry Pfeiffer as General Manager. In this capacity he continued for twenty years taking the ups and downs of the business and acquiring that store of knowledge which eminently fitted him for the enviable position he now occupies in the industry.

In 1915 he severed his connection with Beyer Brothers and took over the branches at Monticello and Logansport, Indiana, and Gilman, Illinois, which branches he reorganized, and they are now known as Pfeiffer Sales Company, the Logansport

Produce Company and the Gilman Creamery and Produce Company. He is the principal owner of these companies, is President and Treasurer of them all, and active manager.

This brief outline of Mr. Pfeiffer's business career shows how eminently well he is qualified to fill the office of President of this Association.

In addition to the business side of Mr. Pfeiffer's life, members of this Association should know something of his domestic and social sides and herein will be found those elements which go to make up the "rounded out" American business man.

Mr. Pfeiffer is married and has two daughters and two sons—both of the latter engaged in business with him. His home is at Logansport, Indiana. He is a member of the Methodist Church, is a Mason, an Elk, a Rotarian and second time President of the Indiana Egg and Poultry Association.

Mr. Pfeiffer's photograph is on the front cover. Look at that photograph and then read between the lines in this brief sketch of his career.

A well "rounded out" American business man is President of the National Poultry, Butter and Egg Association, and under his leadership the Association must prosper, as he has prospered.

Mr. Pfeiffer will have a message for the members in the next issue of the Bulletin.

What the National Poultry, Butter and Egg Association Stands For

The dissemination of accurate and reliable information among shippers, dealers and consumers of live and dressed poultry, butter, eggs, and of other food products.

The advancement and improvement of commercial conditions in said trades.

The fostering and strengthening of friendly and co-operative relations between such merchants in all parts of the United States and the securing to its members of improved transportation facilities and just and equitable rates and charges for the same.

The education and guidance of public opinion in all parts of the United States to the point of securing the adoption of legislation calculated to foster trade and safeguard consumers.

To settle differences between the several members and between members and non-members, and to procure uniformity and certainty in trade usages, and of kindred matters relating thereto, as they may, from time to time, arise.

The Men Who Know!

PRODUCE MEN WHO APPRECIATE THE RELATION OF THOROUGHNESS IN CARE AND SERVICE TO THE SALABLE VALUE OF THEIR PRODUCTS—ARE RESERVING

COLD STORAGE SPACE FOR THEIR

BUTTER, EGGS and POULTRY

in the plants of the United States Cold Storage Co. in Chicago and
the Kansas City Cold Storage and Warehouse Co. in Kansas City

Because—

In each of these plants they are assured of the most modern and complete scientific equipment as well as the most thorough and constant twenty-four hour service by COLD STORAGE EXPERTS.

Both plants are located directly on belt lines — thus guaranteeing immediate handling of all shipments, incoming and outgoing, direct from the railroad cars. The United States Cold Storage plant is on the Chicago Junction Railway, which connects with every trunk line entering Chicago, and the Kansas City Cold Storage and Warehouse Co.'s plant is on the Kansas City Southern Railway, which connects with every railroad entering Kansas City. This means a saving of hours and often of days of time.

BETTER RESERVE SPACE NOW!

LOW RATES

LOW INSURANCE

REASONABLE ADVANCES

United States Cold Storage Company

G. D. ALLMAN, General Manager

2101-2129 W. Pershing Road

CHICAGO, ILL.

Kansas City Cold Storage & Warehouse Co.

E. M. DODDS, General Manager

500 E. Third Street

KANSAS CITY, MO.

ANNOUNCEMENT

We are now located in our New Home at

1052-1054 Fulton Market

where we will be fully equipped with every modern convenience to give you better service than we have even rendered in the past.

We are now ready to buy in CARLOTS

FRESH DRESSED OR FROZEN POULTRY
BUTTER—EGGS—VEAL

Our large outlet enables us to pay **premium** prices on your stock. Will pay drafts in full bill of lading attached.

WEINBERG BROS. & CO.

1052-1054 Fulton Market, CHICAGO

35 years on South Water Street where we have built up a reputation of the highest type.

Report of the Executive Secretary

To the President, Members of the Executive Committee and Members of the National Poultry, Butter and Egg Association:

Gentlemen:

I submit herewith a brief report of the activities of the Executive Offices for the year ending September 30th, 1922.

The history of many of the subjects which follow dates back to my reports made to the Fourteenth and Fifteenth Annual Conventions, and these were published in full in the National Poultry, Butter and Egg Bulletin for the months of November, 1920 and 1921. Repetition at this time will serve no good purpose.

Membership

During the year there were 113 new members added to the roster of the Association, and there were lost, through deaths, delinquencies and resignations, 104, so that on September 30th, 1922, there was a bona fide membership of 1,174.

During the year one application for membership was rejected.

Concerning the Association, it must be said that it is recognized the country over as representing the poultry, butter and egg distribution machinery of the United States, and it is not saying too much that its membership should include every person, firm or corporation in the United States and Canada, and this can be an accomplished fact just the moment every enrolled member will make it his business to devote a little of his time to drawing the attention of the non-members to the value of the Association to themselves and to the industry.

If the National Poultry, Butter and Egg Association is to serve the purposes for which it was created, then it is incumbent upon each member to bring in at least one new member during the ensuing year.

Roster

The membership roster is the most complete and up-to-the-minute one we have any knowledge of. It appears in the back pages of every issue of the "Bulletin" and is sent to members monthly. It is corrected from time to time as members suggest and it always contains names and addresses of new members. Members are requested to examine the roster regularly and to report any inaccuracies and indicate any desired change.

By means of this published roster, members have an available and up-to-date list of receivers and shippers, and through it, closer relations amongst members may be created.

Members have the assurance of the Executive Committee that when a name appears on the roster, that name has been investigated and that the person it represents has been vouched for by at least two members of the Association.

Association Emblem

An emblem is the visible sign of an idea, and the *idea* of this Association is honesty and fair dealing. A reputation for honesty and fair dealing is a prerequisite to membership in the Association. Emblematic of that honesty and fair dealing is the emblem of the National Poultry, Butter and Egg Association; members are urged to use it on all stationery and advertising matter—to let it go out into the country as a mark of distinction.

Membership Certificates

As the emblem should be used on the stationery of each member, so should the membership certificate find a place in his office. It proclaims to the country his affiliation with an Association that is bound to foster the industry of which he is a part. It should hang in a conspicuous place to encourage the man who is eligible to join.

The Bulletin

The National Poultry, Butter and Egg Bulletin is the official organ of the National Poultry, Butter and Egg Association. It is not a newspaper, nor a market reporter, nor a magazine—it is merely a journal wherein is recorded the history of the Association and the history of the industry. Being a history, it should truthfully disclose those experiences upon which are founded the ethics of the Association and the ethics of the industry.

The inter-dependence of all individuals, all associations and all industries is so great today that the National Poultry, Butter and Egg Association must write its annals along broader and deeper lines than at any time heretofore, as its problems are the problems of the country, and if it were to devote its energies as an Association, or as business men, and the pages of its journal to butter, eggs and poultry, to the exclusion of the other great questions upon which the industry must depend, then it would soon find itself occupying an isolated position in which it could not long survive.

It is the intention of the Bulletin to *bring* to members of the Association the thoughts and acts of men and agencies of the "outside" world which have a bearing, direct or incidental, on the industry—to *take* to the "outside" world the thoughts and acts of men in the industry, and through this interchange, the purposes for which the Association was created may be accomplished.

Practically everything published in the Bulletin is the result of an actual experience in the Executive Offices.

Today the Bulletin is being read throughout the United States, Canada and Cuba. It is being paid for by various departments of State and Federal Governments and various universities.

Members are urged to become acquainted with the Bulletin and to contribute to its pages. Those who contribute have the assurance that the ideas they express will find lodgement in the most unexpected places.

It must be borne in mind that there are no journalists assisting in the publication of the Bulletin, and no pretense is made that it possesses superior qualifications along journalistic lines. At the same time, it must be stated that great care is exercised to see to it that nothing appears in its pages but what has foundation in fact.

The Bulletin lacks a "personal touch," but this could be easily overcome if members would send to the Executive Offices brief items of personal interest, and this they are urged to do.

The average number of Bulletins mailed each month is approximately 1,600.

Educational Department

For a number of years the Executive Committee made various attempts to arouse interest on the part of the membership in the matter of cold storage goods, but was unable to do so except to a very limited extent.

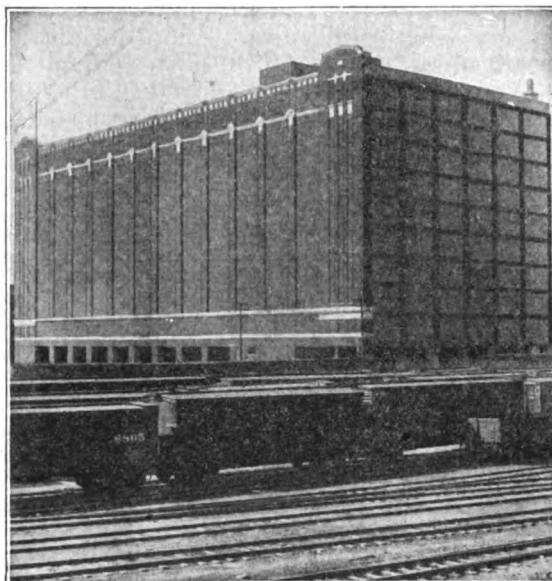
Butter — POULTRY — Eggs

Store in Chicago's newest, most progressive cold storage warehouse

Merchants and shippers holding their goods in Chicago are not confined by freight charges to doing business in one locality. They have the pick of the entire market. Like Kings in checkers, they can jump both ways

The Fulton Market is as strategically located in Chicago as Chicago is in the country. To store in the Fulton Market is to begin with a great advantage

In the heart of the Fulton and Randolph Markets Close to South Water St., yet out of the congested Loop District



Take advantage of our Low Insurance, Liberal advances and Superior Service

Served by Penna. and C. M. & St. P. R. R., Direct connections with all railroads entering Chicago

Consign cars our care, C. M. & St. P. R. R., Morgan St. delivery

Free and U. S. Bonded

OUR SERVICE ELIMINATES COMPETITION

Fulton Market Cold Storage Company

GEORGE H. IVERSON, Manager

GEO. W. BODMER, Asst. Treas.

Fulton and Morgan Streets, CHICAGO

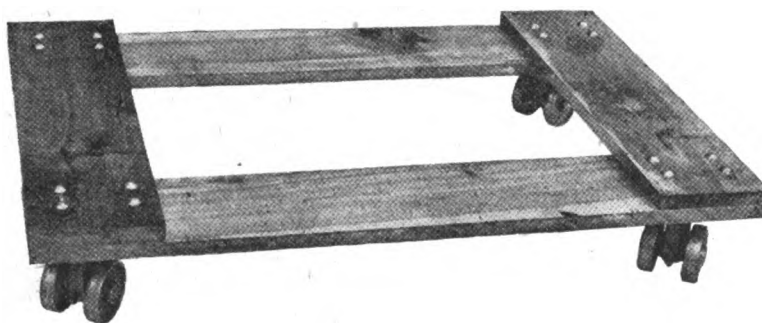
Weber & Pitcher Chicken Coop Dollies

Keep your Coops off the floor.

Stack them up and move the pile at one time.

Saves time.

Easily handled.



Made of hardwood

Equipped with easy swivelling

Non Clogable casters

Size of Dollies 24x30in.

\$3.75 Each—1 or 100

Send us your requirements of your special Truck Equipment.

WEBER & PITCHER

Fullerton and Penn. R. R.

DETROIT, MICH.

The last attempt resulted in the collection of \$1,564.03, which was contributed by forty-three members. At a meeting of the Executive Committee which was held in June, 1922, the outlook concerning the cold storage enterprises was discussed at great length. The Executive Committee felt that because it was unable to arouse sufficient interest in the minds of the members, it would be better, in view of all conditions, to abandon the plan, rather than to have those who had contributed, look to the Association for relief, when, as a matter of fact, under the circumstances, relief could not be expected from that source.

At this time the question of advertising campaigns was being seriously discussed by the various exchanges, and the Executive Committee instructed me to refund all amounts that had been contributed, and to suggest to the contributors the advisability of joining in on the campaigns then being perfected by the various exchanges. This was done on June 28th. I was also instructed to co-operate with any agencies that might undertake advertising campaigns. I have done this.

In spite of the fact that sufficient money could not be raised for the purpose of conducting an advertising campaign, the Educational Department is steadily growing. At the present moment the Executive Offices have 295 files on live subjects, which are being constantly used, and the material which they contain is frequently given to other agencies. For a notable example of the use to which this material is put, reference is made to the hearings before the Joint Commission of Agricultural Inquiry. This subject will be treated later on in this report.

Arbitration

In spite of the fact that the arbitration of commercial disputes is conceded to be the best method, members do not avail themselves of the opportunities afforded by the Association. During the year, five requests for arbitration were made by one party to a controversy. In three of these cases, the other party refused to arbitrate. Two cases are now pending.

During the year the question of the enactment of a Federal Arbitration Law received the attention of the United States Department of Commerce, and the last word on the subject appears in the National Poultry, Butter and Egg Bulletin for the month of October. The proposal first arose at a conference which was held in the office of the Secretary of Commerce on November 15, 1921. Since then, the Association has contributed its fair share of data looking toward the enactment of this law, and the Executive Offices are in close touch with the situation.

Standardization

The question of standardization remains uppermost in the minds of those who have the best interests of the industry at heart. It has been the subject of discussion at all conventions held in recent years. It was before the last Congress in the shape of H. R. 10627, introduced by Mr. Summers of Washington. By reason of the press of other business, Congress took no action. It is safe to predict that it will come before another Congress, and my best judgment is that the incoming Executive Committee should appoint a strong committee to canvass the situation and be prepared to attend before Congress when the matter comes on for a hearing. Assurances have been given that hearings will be granted.

Because standardization is a sign of the times, it is pertinent to inquire whether it shall come from the trade and be constructed along practical merchandising lines, or shall it be constructed by Congress along more

or less theoretical lines? The trade cannot stand out against standardization for long.

The Executive Offices, through connections with various agricultural associations (in a more or less disorganized way, and by means of the Educational Department), have been preaching standardization along other than the accepted lines. In other words, the Executive Offices have put out information as to Quality Production, and this would appear to be the first step looking toward standardization. In the Bulletin for the month of September, Mr. E. F. Murphy, of the Illinois Agricultural Association, wrote a very interesting and instructive article on Leghorn Hen's. This was first published in the American Poultry Journal for September.

If Buyers would buy on the Quality basis, thereby encouraging Quality Production, it would seem that standardization would be more easy of accomplishment.

Licensing Handlers of Farm Produce

During the year, H. R. 10628 was introduced by Mr. Summers of Washington. This bill would authorize the Secretary of Agriculture to establish and recommend approved trading rules and business practices for handlers and dealers in farm products, to provide for a system of adjustment of disputes and for the licensing of such persons by means of a system of voluntary registrations.

The matter was very ably presented to the various State Associations by Mr. Wells A. Sherman, of the Department of Agriculture, during the various meetings last spring.

Fruit and vegetable shippers and merchants seem to be in favor of the measure generally, because of certain abuses that grew out of the cancellation of contracts and for other reasons. The matter was watched very closely by the Law and Legislation Committee, through the Executive Offices.

The matter will be before another Congress and will be closely watched.

Shippers Load and Count

For years shippers have sought clean bills of lading at the hands of the carriers and for the same period carriers have resisted. The matter has been before the annual conventions of this Association for years and for the same length of time has been before the spring meetings of the various State Associations.

Senate Bill 2530, to amend the Bill of Lading Act, was introduced in the United States Senate by Senator Pomerene on September 26, 1921. Hearings on this bill were had before a subcommittee of the Senate Committee on Interstate Commerce at Washington on April 3, 1922, at which I appeared and presented the recommendations of this Association. That there is a legitimate demand for a law which would compel carriers to issue clean bills of lading cannot be controverted. Some carriers, where competition is keen, and others which realize the justice of the demand, and still others which do not like the idea of legislation, are now issuing bills of lading with the following notation: "Shippers' Load—Carrier Count."

Senate Bill 2530 was not reported out of committee during the last session of Congress, but agitation for legislation which will insure clean bills of lading will be continued.

At this hearing, also, I urged that where carrier rules and regulations compel a shipper to pack his eggs in a certain manner, in a certain package, and to load and stow them in a car after a certain method, then, after the shipper has done this, the carrier should be

Merchants Refrigerating Company

The best facilities in the greatest market for the storage of

BUTTER and CHEESE

Warehouses of modern construction, low insurance, unexcelled locations and superior service

New York—17th Street and 10th Avenue. Warehouse in the West Washington Market District, on tracks of the New York Central Railroad.

Downtown Warehouses in the heart of the Produce Trade, convenient to all Railroad Terminals and Piers.

Jersey City—Warehouses have track connections with all Freight Lines

Newark —Warehouse adjacent to the Wholesale Market center.

Main Office: 161 Chambers St., New York, N. Y.

For Thanksgiving

We want all kinds of Live and Dressed Poultry, good fat stock, especially Turkeys. We assure first class service and best possible results. If you buy we are heavy receivers and want to hear from you. List your Storage Eggs and Butter with us; we have none. Our outlets are yours for a small consideration.

C.E. McNEILL & CO.

"The House of Service"

325 W. So. Water St., 322 W. Lake St.
CHICAGO

Frank G. Heilman Co.

Poultry, Butter and Eggs

Confidence in our Service is the tie that binds our Shippers to us.

945-47 Fulton Market
CHICAGO

compelled to give the shipper a receipt showing in what manner he has complied with the rules and regulations. This presentation was made in accordance with instructions given me at a conference of egg shippers which was held in Chicago in January and February, 1922.

This matter will again be presented to Congress at an opportune time.

The Tariff

Early in 1921 a questionnaire was sent to all members asking them to present their view concerning tariff legislation.

The association was overwhelmingly in favor of a protective tariff. Its views were presented to Congress, after which, because the matter was in the hands of producers, the Association took only a passive interest, at the same time co-operating with other agencies when called upon. The last Congress finally enacted legislation, and the rates, so far as they pertain to this industry, were published in the October number of the National Poultry, Butter and Egg Bulletin.

Professor Rice, of Cornell University, represented the Poultry and Egg Producers in Congress.

Joint Commission of Agricultural Inquiry

Perhaps the most extensive investigation ever conducted for the purpose of ascertaining the facts concerning the distribution of farm products from the producer to the consumer, in this or any other country, was conducted by this Commission, which had for its chairman, Honorable Sydney Anderson, of Minnesota.

The Commission derived its powers under and by virtue of a joint resolution which was introduced into the Senate of the United States by Senator Lenroot, of Wisconsin, on April 25, 1921. At this time and for a long time prior thereto, the farmers of the United States complained bitterly concerning the condition in which they found themselves. Their complaints reached Congress and Congress set about, through the Joint Commission, to ascertain the following:

1. The causes for the present condition of agriculture.
2. The cause for the difference between the prices of agricultural products paid to the producer and the ultimate cost to the consumer.
3. The comparative condition of industries other than agriculture.
4. The relation of prices of commodities other than agricultural products to such products.
5. The banking and financial resources and credits of the country, especially as affecting agricultural credits.
6. The marketing and transportation facilities of the country.

This Association was particularly interested in propositions 2 and 6.

The Joint Commission commenced hearings on July the 11th, 1921, and sent its first report to President Harding on December 15th, 1921. Growing out of this report, President Harding requested that Secretary Wallace call a conference to convene in Washington and to invite to that conference all interests having a more or less intimate relation with agriculture. Secretary Wallace, called a conference for January 23d, 1922, and invited your President, J. M. Klein, to attend and represent the Association. Mr. Klein attended, and his report was published in the National Poultry, Butter and Egg Bulletin.

After this, and on February 13th, 1922, I was invited to Washington to appear before the Joint Commission and present facts concerning the transportation of our products. In this matter the Executive Offices worked in the closest harmony with Mr. C. B. Hutchings, traffic manager of the American Farm Bureau

Federation, and all facts pertinent to the inquiry were presented.

Out of this hearing grew Part No. 3 of the Commission's report on "Transportation." This report is a volume of some 600 pages and contains the last word on the transportation of farm products. Later on, and on March 5, 1922, I was again invited to attend before the Commission on hearings concerning the distribution of our products. On this occasion I acted as a member of the Advisory Board, Distribution Division of the Joint Commission, and on this occasion, Mr. Alton E. Briggs, former President of the Association, also acted in the same capacity. At this hearing we presented a report of some thirty-odd pages. It shows the production of poultry and eggs for each state in the Union as reported in the Fourteenth Census; it shows the states which produce a surplus and the principal markets to which that surplus moved; it shows the average price received by producers between January 1st, 1913, and January 1st, 1922; the average price received by farmers by months for the years 1913-1920, and the wholesale prices on various markets for the years 1913-1920. The report further shows the various methods of moving poultry and eggs from the farm to the city distributor, with the average cost burden that attaches on delivery to the retailer; it shows the specifications for standard egg cases and poultry boxes; it discloses carrier rules and regulations for the transportation of eggs, and drew attention to the "National" trading and grading rules.

Considerable space was devoted to the cold storage enterprises and the necessities for them, and in addition thereto, reference was made to the Pure Food Laws and the so-called Good Egg Laws of the various states.

The inquiry concerning distribution was to ascertain the cause "for the difference between the prices of agricultural products paid to the producer and the ultimate cost to the consumer," as per proposition 2 above.

At this hearing, I urged, on behalf of the members of this Association, that education, and not legislation, was needed. I believe that the farmers of the country, for and on whose behalf this investigation was conducted, are convinced that "the spread" in price between what they receive for farm products and what the consumer pays for the same products, is a legitimate spread, so far as this industry is concerned. I believe, too, that the farmers are convinced that it is education rather than legislation that is needed, and this for the purpose of eliminating waste due to the present system of distribution.

Egg Breakages

This question continues to agitate the industry. It became acute last October during the annual convention, when the carriers, through the Claim Prevention Department of the American Railway Association, made certain proposals looking toward the revision of the packing, loading, delivery and inspection rules. At that time I appeared at the hearing and urged, so far as shippers were concerned, that the matter be postponed to give the shippers an opportunity to confer and to meet the carrier proposals with counter proposals. This arrangement was entered into. Acting under instructions of the Executive Committee, I called a conference of egg shippers to meet at Hotel Sherman on January 23d, 1922. This conference was well attended and growing out of it, counter proposals were drafted.

Afterward, and in the month of February, 1922, these counter proposals were presented to the carriers

(Continued on Page 29)



The official organ of the National Poultry, Butter and Egg Association. Devoted to the interests of the Poultry, Butter, Egg and Cheese Shippers, Receivers and Storage Warehouse Men and associated interests of the United interests of the United States, Canada and Cuba who are members of this Association.

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CHICAGO, NOVEMBER, 1922

PRESIDENT PFEIFFER BUSY

Appointment of Standing Committees No Small Task

President-Elect Pfeiffer has taken the duties of his office with the utmost seriousness. He came to Chicago on November 1 and worked till close to midnight selecting the names of persons to fill the various standing committees. Letters to those selected will be in the mails within a few days, after which announcements will be made in the usual manner.

Mr. Pfeiffer says that if he can secure the co-operation of the persons selected for the various committees, he will make the influence of the National Poultry, Butter and Egg Association felt throughout the entire country.

It is Mr. Pfeiffer's intention to devote a great deal of his time in the Executive Offices for the purpose of familiarizing himself with the conduct of each department and the department that he feels himself especially fitted to handle will receive the most of his attention.

Here's hoping that he will be qualified to head the Educational Department and teach the value of the "printed page," as Mr. Van Norman would say. By the way, if the "printed page" induces every person to eat everything but eggs, poultry and butter, where will they find room in their stomachs for the eggs, poultry and butter? The discreet use of a little printer's ink will not enlarge the cubic capacity of one's stomach, but it would induce one to leave a little room, after the prunes, for instance, for an egg.

A sufficient demand from the members might induce Mr. Pfeiffer to think seriously of the Educational Department.

THE EDUCATIONAL CAMPAIGN

Quick Action on the Part of the Executive Committee Sets the Ball Rolling

Geo. H. Broeder of St. Louis and H. H. Brown of Philadelphia, attention!

At the Sixteenth Annual Convention of the Na-

tional Poultry, Butter and Egg Association, held in Chicago on October 17th, both Mr. Broeder and Mr. Brown stated they are "fans" on education and "sold" to the proposition that the facts concerning the cold storage of food should be taught to school children. So convincing were their talks on this proposition that the members present unanimously voted a recommendation to the effect that the Executive Committee devise ways and means to bring this about. The Executive Committee has already acted.

The great International Live Stock Exposition will be held at Chicago in December of the present year. Attending this exposition will be in the neighborhood of 1,000 boys and girls from every State in the Union. These boys and girls will be under the direct supervision of Mr. G. L. Noble, Secretary of the National Committee on Boys' and Girls' Club Work, and represent 600,000 Boy and Girl Club members.

The Executive Secretary of the National is a "fan" where boys and girls are involved, and through his relations with Mr. Noble, has persuaded Mr. Noble to turn these 1,000 boys and girls over to affiliated interests of the National Poultry, Butter and Egg Association on December 7th, and the educational campaign will commence on that date. In this enterprise, Mr. L. B. Kilbourne, a member of the Executive Committee of the "National," who is also a "fan" on both of the propositions involved, is in active charge of the program. It is due to Mr. Kilbourne's initiative that the proposition can be put across.

The program now in contemplation includes meeting the boys and girls at 1:30 o'clock in the afternoon of December 7th; dividing them into groups, each group under the leadership of competent men; conveyance, by means of taxis, of the various groups, to the various cold storage warehouses of the City of Chicago; inspection of the warehouses and the foods stored therein; short talks in the warehouses concerning the mechanical end of the cold storage enterprises; conveyance from the cold storage warehouse to Hotel Sherman for a banquet.

At the banquet, where only cold storage foods will be served, it is expected that Mr. J. R. Howard, President of the American Farm Bureau Federation and J. H. Pulicher, President of the American Bankers' Association, will be in attendance; there is also a fair prospect that Secretary of Agriculture, Wallace, will attend. Representatives of the National Poultry, Butter and Egg Association will also be in attendance and the Executive Secretary has been invited to make a short talk. P. C. Taff, State Club Leader of Iowa, has been invited to act as toastmaster.

After their visit to Chicago, these 1,000 children will go home and write stories of their experiences. It is the hope of Mr. Kilbourne's committee that prizes may be offered for the best stories and these will be selected by competent judges, and due publicity given them.

The entire matter will be financed by certain Chicago cold storage warehouse companies.

In the judgment of the Executive Secretary of the National Poultry, Butter and Egg Association, this is the most important enterprise that has come to his attention during his connection with the Association, and he will use great care in the preparation of anything he will say on this occasion.

Members of the National Poultry, Butter and Egg Association, all of whom are vitally interested in this matter, and particularly Mr. Broeder of St. Louis and Mr. Brown of Philadelphia, are urged to write to the Executive Secretary and tell him what they would say if they were to talk to 1,000 boys and girls from every State in the Union, on the subject of the cold storage enterprises.

CONTROVERSIES WITH EXPRESS COMPANY

National Poultry, Butter and Egg Association Takes Steps to Iron Out Differences

At the sixteenth annual convention of the National Poultry, Butter and Egg Association, recently held in Chicago, considerable discussion took place regarding certain practices of the express company which created great hardships to express shippers and receivers. The discussions resulted in a recommendation to the Executive Committee of the 'National' that it should take steps to iron out the differences, if such thing were possible. Acting under this recommendation, the Executive Secretary, immediately after the adjournment at the convention, presented the various matters to New York officials of the express company. A conference of all interests was suggested for Thursday, November 2, in the Executive Offices of the National Poultry, Butter and Egg Association. Messrs. Heilman, Kelly, Cappel and Combiths, appointed at the convention, and J. H. Butler, representing the express company, attended the conference. B. W. Redfearn, representing shippers, also attended on the invitation of the Executive Secretary.

Certain matters in controversy which have been of long standing were freely and frankly discussed, with the result that Mr. Butler stated that he was "sold" to the recommendations of the shippers and receivers and that he would do his utmost to see that the express company adopted them. Mr. Butler, however, could give no definite answer, but promised to do so within three weeks.

On certain other propositions, Mr. Butler made certain recommendations and these are now being weighed by the representatives of shippers and receivers.

At the convention also, the question of the return of empty shipping coops was discussed at great length. The Executive Secretary has handled this proposition with the express company and on November 2nd was given assurances that coops would be returned to shippers to care for the holiday trade.

THE EXECUTIVE OFFICES

Executive Committee Selects Executive Secretary for Ensuing Year

Immediately after the adjournment of the 16th Annual Convention of the National Poultry, Butter and Egg Association, the Executive Committee, just elected, met and ratified and confirmed the acts and things done by the outgoing Executive Committee during the preceding year.

The present Executive Secretary was retained for the coming year and bonds for those who handle the money of the Association arranged for.

New Traffic Manager

Mr. G. B. Albright, well known in railroad circles and familiar with the details involved in the transportation of Poultry, Butter and Eggs, has been appointed Traffic Manager of the National Poultry, Butter and Egg Association with headquarters at 208 N. Wells Street, Chicago.

Mr. Albright fills the position vacated by Mr. O'Keefe.

New Publication Manager

Harry E. Arkins, formerly with the Produce Packer, has severed his connection with that publication and has become Publication Manager of the National

Poultry, Butter and Egg Bulletin. Mr. Arkins is well known in the trade and it is hoped he will prove a valuable asset to the Association.

Larger Offices

The Association outgrew its old quarters over a year ago, but due to conditions then existing more suitable quarters were out of question; those conditions have somewhat abated and new quarters have been leased in the same building and the Executive Offices are now located in Room 310 at 208 North Wells Street, Chicago.

The new offices afford ample room for the proper conduct of business, are provided with large fire-proof vaults for the care of valuable papers and files and space has been provided for the use of out of town members who care to use it.

One of the rooms is large enough to accommodate a table, a desk, six chairs and sectional bookcases; into this office the Executive Secretary has placed a part of his private law library. This room is used also for Executive Committee meetings.

The Executive Committee invites all members to inspect the new offices and urges their use whenever necessary or convenient.

THE SPEECHLESS CONVENTION

Up to the moment, the Sixteenth Annual Convention of the National Poultry, Butter and Egg Association may be looked upon as something out of the ordinary—an innovation.

It was speechless.

In a year or two speechless conventions will be common-place, because no business man, who has business to transact, will care to "sit out" high-brow, long-winded speeches. In times past, out of sheer kindness to speakers, many of the members endured tortures while attending business sessions, but as the years progressed, the attendance grew less and less till finally the proverbial corporal's guard could not be mustered and this created the necessity for the Speechless Convention.

The assertion that the 16th was a "speechless" convention, does not mean that nothing was said. As a matter of fact, in short three and five-minute talks by members who attended the business sessions, more was said that actually moved the organization machinery, than has been said for a good long time. These short talks were made by members who are actively and actually engaged in business and whose utterances must be given full faith and credit. In fact they have already been taken at face value by persons who believe that school children should be educated concerning the cold storage enterprises, and by the Express company, which has already set in motion the machinery for correcting certain practices.

In spite of the fact that the *short talk by members* method proved a success as far it went, it must be said that the attendance of members on these "short talk" sessions was a disappointment.

It is the purpose of the Association to make the business of each member more pleasant and profitable. Progress in this direction will be more rapid when the corporal's guard is converted into a regiment.

The time is coming when the business sessions of the "National's" Annual Convention will command standing room only—the high-brow, long-winded speeches for the 17th convention will be delivered in the lobby and the *short talk by members* sessions will be the only place of retreat.

ANNOUNCEMENT

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and were discussed pro and con. Afterward, the carriers docketed for hearing both their proposals and our counter proposals. The hearings on these two proposals commenced at Chicago on July 10th and terminated at Atlantic City on July 20th.

As a result of these hearings, representatives of the carriers gave informal assurances that many of our contentions would be acceded to. On July 20th, it was understood that the carriers would prepare a revision of the packing, loading and delivery and inspection rules late in August or early in September, and before publication would present it to the Executive Offices for final constructive criticism. Up to the moment, a copy of the revision has not been presented.

Live Poultry Shippers and Receivers

During the year the Live Poultry Committee of the Association and the Executive Offices have been in very close touch concerning the various questions that arose concerning the handling of live poultry. The nature of the business transacted on this subject is best disclosed by the report of Chairman Patton, which is as follows:

"The Live Poultry Committee of the National Poultry, Butter and Egg Association, reports having had rather a busy year, and we believe the efforts of this committee have been rewarded by at least some results.

"Your committee early in the year, endeavored to get a reduction in the charges for coops, cartage and unloading in New York, and succeeded in getting a reduction from \$1.00 to 85c per coop. A very thorough investigation was made with reference to the charges for cartage and unloading, and due to the nature of the business and the method necessary to employ in giving satisfactory service to shippers, your committee decided that at present the charges were not more than reasonable, and no further effort has been made recently, looking toward a reduction in these a further reduction in these charges.

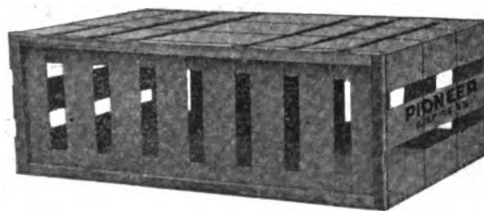
"The Executive Committee of the 'National' and the Chairman of the Live Poultry Committee, in connection with another organization, made a thorough investigation of conditions existing in the New York terminals, where poultry is unloaded, during the month of July. This investigation revealed a good many things that should be corrected, and the Live Poultry Committee of the 'National,' or whatever organization may undertake this work, will have no small job on its hands.

"We believe some very definite and aggressive work should be done to correct evils that exist in the handling of carlots of live poultry. Whether the work can be done better through some other organization than the National Poultry, Butter and Egg Association, is a question in the minds of many.

"Action looking toward a remedy for these evils has been deferred until the annual meeting of the National Poultry, Butter and Egg Association, October 16th and 17th, 1922, and it is expected that some plans will be perfected for doing aggressive work along lines that will make a much more stable and satisfactory business of the shipping of live poultry.

"During the month of September, because of the railroad situation, the movement of live poultry cars both loaded and empty, has been very slow. Business has been handicapped because of a shortage of empty cars, especially west of the Mississippi River. The Live Poultry Committee has been in touch with this situation, and through the Executive Offices in Chicago, has rendered a service in getting cars moved that we feel sure very few shippers appreciate, or will give credit for. The movement of live cars is being watched carefully, and it is hoped improved conditions that are apparent at the time this report is made, will continue.

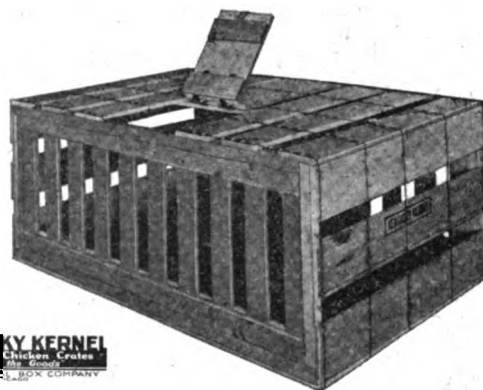
"In closing, the committee wishes to recommend and urge that all shippers of carlots of live poultry give careful attention to the honesty and integrity of their carmen, and keep a close check on their feed accounts. There are many reliable carmen, and there are also many that are going in the opposite direction. Study your carmen, and retain the upright, and dis-



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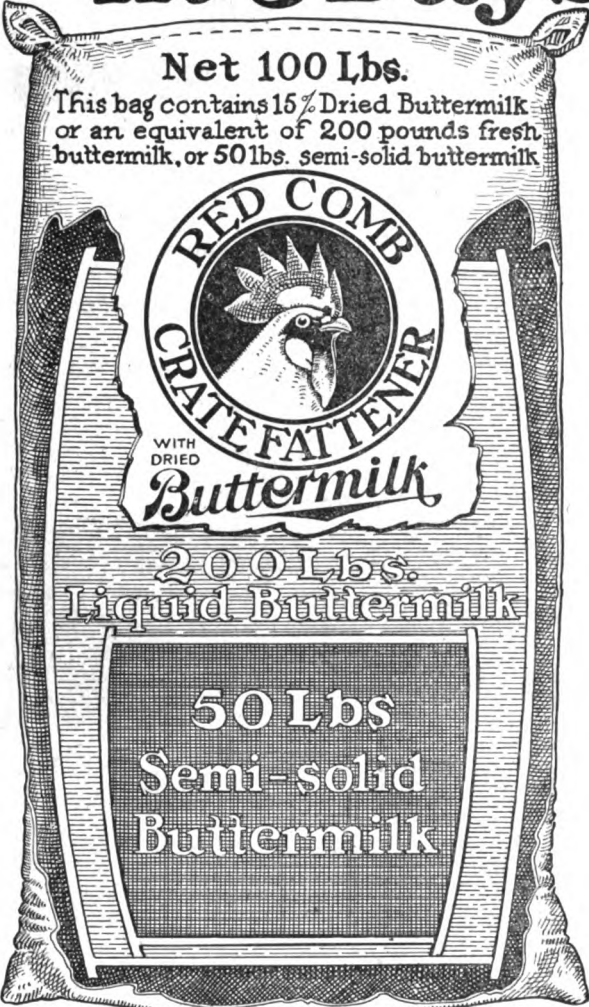
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charge all the others, and you will have solved a large percentage of the trouble our business is having to experience, and be saving money for yourself."

Live Poultry Cars

One of the worst situations which has come to the attention of the Executive Offices during the last year grows out of the shortage of live poultry cars. Attention of the Executive Offices was first drawn to the subject on September 13th. At that time, according to information which was disclosed to me, the situation of shippers was desperate. I immediately invoked the aid of all outside agencies at my disposal. These included the Interstate Commerce Commission, the Department of Agriculture, the American Railway Association and the American Farm Bureau Federation.

As this report is written, on October 11th, the situation appears to remain desperate. Because I have been unable to confirm all of the reports which my file discloses, I deem it advisable to make no further comment on the subject at this time, preferring to confirm the facts before drawing conclusions. I may say, however, that between September 13th and October 11th, much of my time has been taken to relieve the situation. I would like very much to have this subject discussed at the Tuesday sessions of this convention.

Refrigerator Cars

During the year the usual seasonal refrigerator car shortage developed. The Executive Offices rendered assistance in every instance which was brought to its attention. The question of refrigerator car distribution will perhaps have the attention of the next Congress when it considers other railroad legislation which will undoubtedly come before it.

The Executive Offices have studied the proposition and have come to the conclusion that refrigerator cars should be pooled, and as reasons for such conclusions, I assign the following:

The question of equipping railroads with refrigerator cars is a very serious one. One of the principal drawbacks which confronts the carrier is that even though it were to equip itself with a requisite number of cars to care for the normal business originating on its rails, and if every other carrier did likewise, then all would find themselves with great amounts of money tied up in this class of equipment, which would be idle most of the year, because "freight" which requires this class of equipment is seasonal (from a territorial or producing center standpoint) and, for the most part, moves in one direction. To conduct the transportation business successfully requires loaded movements in both directions, and to get a loaded movement for the return of the refrigerator car to the originating line would require that it be loaded with dead freight, and it is claimed that the loading of dead freight in a refrigerator car soon destroys the car for refrigerating purposes, and, besides, its original cost precludes its use for dead freight. Again: If the carrier on whose rails the freight originates should equip itself with cars, and if the connecting carrier over whose rails the freight would finally move failed to equip itself, then we would find the first carrier providing the equipment for the second carrier. In this case, the first carrier might have a revenue haul of only fifty miles, while the second carrier might have a haul of a thousand miles. In such cases the first carrier would soon find all of its equipment on the rails of its connections and ultimately it would find itself worse off than the second carrier, which owned no cars of its own. These are a few of the reasons why carriers hesitate to equip with refrigerator cars, and to overcome the difficulties that the

condition creates for the public, the plan has been suggested of having all refrigerator cars placed in a pool, to be drawn from, by each carrier, as occasion requires. Such a pool would be drawn from to move the apple crop of the Northwest at one season of the year; the fruits and vegetables from the South, Southwest and Southeast at another season, and from the dairy producing sections at another season. Those in favor of this plan say that the needs of the entire country could be cared for more economically and more efficiently than by any other means. Certain objections have been made to the plan, but I believe it is being followed to a greater or less extent, though no person will admit it, and I have had no occasion to look for the proof.

Transportation and Traffic

During the year Mr. O'Keefe has given the closest attention to transportation and traffic matters. I do not know of a single instance where any matter of importance to the industry at large has not been properly cared for. The National Poultry, Butter and Egg Bulletin contains each month the traffic items cared for in the Executive Offices, and it would be a mere repetition to recite them in this report. It may not be amiss, however, to draw the attention of the membership to a recommendation made by the Joint Commission of Agricultural Inquiry. This recommendation reads as follows:

"This Commission recommends that, so far as possible, carload shipments of eggs should be inspected at point of origin, so that the shipper there may know that he is complying with the carriers' requirements, or that he may have an opportunity to improve the stowing, so that the eggs can be carried safely."

Other matters on this subject will appear in the "Bulletin" for the month of November.

Traffic Service Department

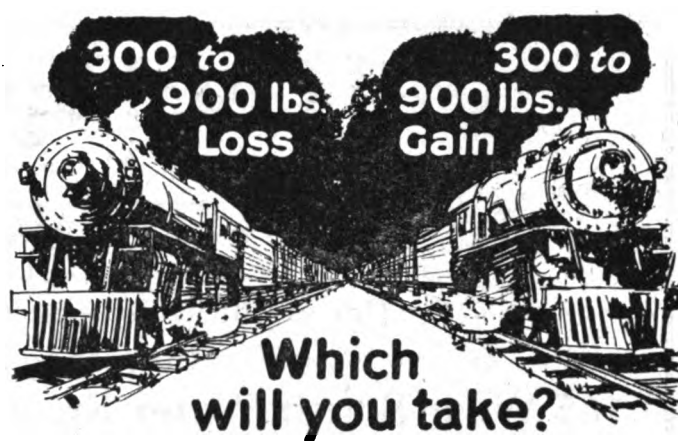
The Traffic Service Department of the Association was created by the Executive Committee on the recommendations made at the fifteenth annual convention. The department commenced operations in December, 1921, and at the present moment, twenty-nine members of the Association have availed themselves of its services.

There were several reasons why the creation of this department was necessary, amongst which are the following:

In the first place, the Association was caring for the larger questions of traffic, and it found that it could not do justice to these questions unless it had a more intimate knowledge of all the facts of traffic; another reason was that the Executive Committee believed that if a study of the causes leading to the damage of shipments in transit were to be made, certain preventive measures could be taken and thus eliminate many damaged shipments; another reason was that many members were receiving but indifferent attention at the hands of carriers in the matter of claim payments, and that by reason of this, members were being damaged. It was also in the mind of the Executive Committee that the members of the Association who might require services along the lines indicated should be able to procure them on a reasonable cost basis.

The main underlying reason which actuated the Executive Committee was that it believed, and still believes, that all of the affairs of this industry should be brought under one cover, so that no matter what question might arise, it could receive any expert care and attention it might require. The Executive Committee adheres particularly to this latter proposition.

The Traffic Service Department, as created, is self-supporting and the services being performed by it are



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being paid for by the subscribers. Members in need of such services are urged to inquire into the merits of the Traffic Service Department of the National Poultry, Butter and Egg Association, and to avail themselves of the opportunities it affords.

Egg Seizures

Section 2 of the Federal Food and Drugs Act "prohibits the shipment in interstate commerce of foods which are adulterated, and the Bureau of Chemistry of the United States Department of Agriculture holds that the prohibition applies to the shipment in interstate commerce of 'current receipts' or of 'rejects' from candling rooms or any other grade of eggs in the shell, unless the filthy, decomposed or putrid eggs have been removed." The department further holds that "shipments consisting in whole or in part of eggs which contain yolks stuck to the shell, mouldy eggs, black spots, mixed rots, addled eggs, black rots and other eggs which are filthy, decomposed or putrid, are in violation of the law."

This subject first came to the attention of the Executive Offices in July of the present year, and since then I have handled several such cases, and from this limited experience, I am constrained to say that the practice and procedure of the Federal Government in and about making the seizures and in and about libeling for condemnation should be simplified to the extent that the owner of the eggs could appear before the proper department of government in his own proper person and without being required to employ a lawyer and without the expenditure of the sums of money that now seem to be necessary.

In handling this class of business, great care must be used to see to it that false impressions are not created in the minds of egg shippers. The mere fact that, in my judgment, the practice and procedure of the Federal Government should be corrected, should not lead any shipper to believe that he has a right to ship "adulterated" eggs in interstate commerce. As a matter of fact, under the law, he has no such right, and the shipper who persists in making such shipments will find no encouragement in this enterprise at the hands of the National Poultry, Butter and Egg Association, because it must be borne in mind that this Association has stood for none but good eggs, clear through from the producer to the market. Occasions, however, arise where the most careful shipper may be charged with a violation of the law, when, as a matter of fact, he has violated no law. This is the kind of a shipper the Association is interested in, and it is for him that steps will be taken to simplify the practice and procedure above referred to.

Supplies

By reason of the fact that all interests are co-operating to prevent damage to shipments in transit and that preventive measures include packages of peculiar specifications, it is incumbent upon all shippers to read carrier rules and regulations concerning packages and to know exactly what kind of packages are required. Shippers should procure their supplies from manufacturers and supply houses of known reputation, and they should insist upon having such manufacturers and supply houses give them a guarantee to the effect that the package purchased meets the full requirements of the carrier rules and regulations.

Conclusion

During the year the Executive Offices have had the utmost co-operation from the various Standing Committees, and I cannot recall a single instance where

a member of a Standing Committee was appealed to that he did not heartily respond.

The employees in the Executive Offices are loyal, willing, earnest workers, and only one misfortune has overtaken us, and that is the dangerous illness of Assistant Executive Secretary O'Keefe. At the present moment he is at the Wesley Memorial Hospital, having undergone two serious operations. His condition is extremely serious, though his physician continues to repeat that "he will make the grade."

Respectfully submitted,

HARRISON F. JONES,
Executive Secretary.

AMENDMENT TO NATIONAL INSPECTION RULES

The present rule concerning inspection certificates reads as follows:

"Certificates shall be issued over the signature of the state vice president and the inspector, and shall give the number of cases, tubs or packages, the marks or car number and the grade as made up from the inspection sheet, which latter must be kept on record by the inspector."

At the Sixteenth Annual Convention of the Association, held at Hotel Sherman on October 17th, the foregoing rule was amended to read as follows:

"Certificates shall be issued over the signature of the State Vice President *or his deputy which deputy shall be appointed by the State Vice President with the approval of the Executive Committee*, and the inspector and shall give the number of cases, tubs or packages, the marks or car number and the grade as made up from the inspection sheet, which latter must be kept on record by the inspector."

The words in italics, by this amendment, are added to the old rule.

New Members

At a recent meeting of the Executive Committee, applications of the following named for membership in the Association were approved.

You are requested to keep the names of new members in mind when buying or selling:

Titman Egg Company, Massachusetts, Boston.
Merchants' Dispatch Dairy Line, Chicago.
Thomas J. May Co., New York City.
Le Roy Produce Company, Le Roy, Minn.
D. W. Tobey, Inc., Texarkana, Ark.-Tex.
S. Love Kelly, Chicago.
M. Uhlmann & Co., Chicago.
Bredenberg Bros., Buffalo, N. Y.
Bradley & Dillon, New Haven, Conn.
A. S. Roe & Co., Chicago.
Keokuk Box Co., Keokuk, Iowa.
Boss Produce Co., West Bend, Iowa.
North-West Produce Co., Chicago.
I. C. Popper, New York City.
J. E. Hugo Herman Co., Chicago.
Reisman Co., Oskaloosa, Iowa.
Charles C. Fronfield, Van Wert, Ohio.
Clairmont Sterlized Egg Co., Chicago.
A. Paul, Jr., & Co., New York City.
J. P. Barrett Produce Co., Chicago.
A. E. McMulin, New York City.
A. H. Rehbein, St. Louis, Mo.
Oclair Box & Crate Co., Eau Claire, Wis.
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Correspondence
Solicited

References: National Produce Bank, Chicago
Dun's and Bradstreet's

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LEGISLATION NOT INDICATED

Farmers and Other Captains of Industry Resolve to Co-Operate

One of the most notable conferences held in recent months took place in Chicago on October 24th. It was called at the invitation of James R. Howard, President of the American Farm Bureau Federation. Those in attendance were:

Bernard M. Baruch	W. B. Story
Julius Barnes	James E. Gorman
Gov. Frank O. Lowden	W. B. Manss
Harvey J. Sconce	Samuel Insull
J. Ogden Armour	B. E. Sunny
Thos. E. Wilson	John Hardin
Lewis E. Swift	E. D. Chassell
James B. Forgan	Herman H. Hettler
John Puelicher	J. L. Kraft
John J. Mitchell	Julius Rosenwald
George Reynolds	T. S. Merseles
Frank Wetmore	Harry Monroe
Alexander Legge	E. J. Buffington
Wm. A. Butterworth	B. F. Affleck
Wm. Black	Robert McDougal
John D. Shedd	J. F. Keefe
J. W. Scott	Harrison F. Jones
H. W. Wagner	Calvin Hill
Mark Cresap	Chas. McDowell
Col. A. A. Sprague	Everett C. Brown
J. J. Charles	S. D. Stafford
L. D. Kuppenheimer	John Stewart
S. P. Stevens	Victor Lawson
Percy Miller	Robert McCormick
Harry Siz	Samuel Dunn
Charles Markham	Elmer C. Hole

As a result of the conference the following resolutions were passed:

"WHEREAS, the conditions that have prevailed in the agricultural industry for the last two years and still continue have produced among farmers of the United States a financial distress which has been and must be still further communicated to all industry and commerce; and

"WHEREAS, the remedy for these conditions is rather economic than legislative and should be the concern of all the country's business institutions; therefore, be it

"RESOLVED, that we, as business men, shall use our best efforts so to present the facts concerning the agricultural situation to the business, transportation and banking interests of the country as to enlist their co-operation with farmers' organizations and other agencies in their efforts to correct these conditions; and be it further

"RESOLVED, that it is the sense of this meeting that as one means to this end, the addresses delivered today by Messrs. Howard and Legge should be printed and given wide circulation; and be it further

"RESOLVED, that a committee of five, with power to act, be appointed to present to the United States Chamber of Commerce, the Commercial Clubs, the National trade organizations, Railway Executives' Committee and banking institutions the facts in this situation and to urge that they acquaint their memberships with these facts and with the acute necessity of their co-operation for the establishment of agriculture on a basis of sound prosperity."

The next issue of the "Bulletin" will have more to say on this subject.

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DOES IT DAILY

DECKO fed daily adds a pound of flesh at a cost of 4 to 7 cents for feeding. Would you buy poultry at 4 to 7 cents a lb. and resell at present market values? This is exactly what you achieve when you feed DECKO daily

One of the largest midwest shippers fed DECKO daily through September and October. The gains in weight ran from 10 to 25 per cent in 4 to 6 days feeding DECKO'S daily performance is what counts.

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Get in Touch with Us

TRAFFIC DEPARTMENT

INCREASED ICING CHARGES

Interstate Commerce Commission Suspends Advanced Icing Charge Applying at St. Louis and East St. Louis

In the September issue of the Bulletin, members were informed that the carriers had published in Supplement No. 25 to J. E. Fairbank's National Perishable Protective Tariff No. 1 an advanced charge of \$5.50 per ton for ice supplied after arrival of cars on team tracks of the Terminal Railroad Association of St. Louis and affiliated companies, viz., East St. Louis Connecting Railway, St. Louis Merchants Bridge Terminal Railway, St. Louis Transfer Railway and Wiggins Ferry Company. The present charge is \$4.00 per ton.

As a result of the vigorous protests made by shippers, the Interstate Commerce Commission suspended the increased charges until January 13, 1923. The Commission will investigate the icing charge which was published to become effective September 15, 1922.

Butter, Eggs and Poultry from Texas

Rates from Texas Common Points and from the Dallas and Fort Worth Group, to eastern markets, both as to rates in themselves as well as the basis, have had considerable prominence during the past few months.

The present, proposed and lowest combination rates are shown below, together with the views of the Interstate Commerce Commission, in order that members will have a general idea of the extensive controversy that existed between the carriers and shippers.

To	Butter, Eggs and Dressed Poultry, in Mixed Carloads					
	Present Cents	Butter Proposed Cents	Lowest Combination Cents	Present Proposed Cents	Lowest Combination Cents	Lowest Combination Cents
Albany, N. Y.	208.5	240	251.5	232.5	250.5	261
Boston, Mass.	216	249	261.5	240.5	259	270
New York, N. Y.	208.5	244.5	256.5	232.5	254.5	265
Philadelphia, Pa.	208.5	242.5	254.5	232.5	252.5	263

The advanced rates were published to become effective June 21, 1922. Representatives of shippers took serious exceptions and obtained suspension of the advanced rates. The case was assigned Investigation and Suspension Docket No. 1586 and the case was heard before an Examiner of the Interstate Commerce Commission. The Commission has now rendered its report and has ordered the advanced schedule of rates cancelled on or before November 17, 1922.

The carriers contended that when the through published rates were first published, they were made by adding the rates to and from East St. Louis or Chicago and the rate so ascertained was to apply through all gateways. It will be observed in the above table of rates, however, that the proposed rates are considerably less than the lowest combination of rates. Notwithstanding this, the carriers contended that the lowest combination is the correct basis for compiling through rates from and to the aforementioned territories.

In its report the Commission said, "The burden rests with the carriers to show that the cancelled rates are reasonable and otherwise lawful, that they are made in accordance with basis of long standing. Moreover, that the evidence does not establish that these joint

rates either were established or have been maintained on the 'Lowest Combination' basis. For ten years they were not on that basis and on June 3 and July 3, 1920, reflected such combination for the first time, again becoming lower January 15, 1922."

The shippers compared the proposed rates with the rates on fresh meats, the latter being lower, and asserted that no justification existed for publishing higher rates on butter, eggs and poultry than on fresh meat.

Free Return of Racks

The Transcontinental Freight Bureau has issued notice advising that approval of the western lines has been obtained to provide for the return of shippers' racks, free from transportation charges, when such racks were used in the transportation of butter, buttermine, oleomargarine, eggs, cheese, dressed poultry, fresh fish, fresh meat and packing house products.

The proposed changes from or to points east of the Indiana-Illinois State Line and east of the Mississippi River and south of the Ohio River are subject to the concurrence of Eastern and Southern railroads before publication.

Reduced Cheese Rate

Supplement No. 4 to Agent E. B. Boyd Tariff No. 80-D, effective November 20, 1922, publishes a carload rate of \$1.35 and less carload rate, \$1.53 per 100 pounds, on cheese from Fennimore, Wis., to Memphis, Tenn.; also a carload rate of \$1.74 and less carload rate, \$1.92½ per 100 pounds to New Orleans, La.

Butter and Eggs to El Paso

Supplement No. 16 to Agent Leland Tariff 26-W, effective November 25, 1922, establishes a reduced rate of \$1.54 per 100 pounds to El Paso, Tex., on shipments of butter and eggs straight or mixed carloads, from all points in Oklahoma and various stations in Texas on the Panhandle and Santa Fe Railway.

Rate on Eggs to Chicago

A rate of 94c per 100 pounds has been established to apply on carload shipments of eggs from Mansfield and Wister, Okla., to Chicago, Ill. The reduced rate became effective October 26, 1922, and is published in Supplement No. 18 to Agent Leland Tariff No. 34-I.

Live Poultry from Southern Points

The Southern Rate Committee is handling under Subject No. 7248 an application filed by shippers to establish lower rates on Live Poultry, carloads, from Anniston, Ala.; Atlanta, Bremen, Columbus, Cordele, Dalton, Fort Valley, Griffin, Jesup, Macon, Rome, Tifton and Valdosta, Ga., to New York and other Eastern cities.

Cheese

The Southwestern Freight Bureau is handling under Subject No. 6693 an application filed by shippers to establish reduced rates on cheese from Gillett, Wis., to Oklahoma and Texas points. The proposed rates are made by adding 5c per 100 pounds over the rate from Green Bay, Wis.

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 "Any Quantity"
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Located on Philadelphia & Reading Terminal, connecting with all Refrigerator Lines. Bill all shipments our care, "Philadelphia & Reading Ry. Delivery." No switching Charges. Unequaled facilities for the handling of and caring for **Poultry, Butter, and Eggs**. Liberal advances. Rates consistent with the efficiency of "The House of Service."

LOWER CHEESE RATES**Proposed Rates to Apply from Wisconsin Points to Southern and Eastern Territories**

The Western Trunk Line Committee has for consideration and is handling under Subject No. 1882-A an application filed by shippers to establish reduced rates on cheese, carloads, and less carloads, from Plymouth, Manitowoc, Green Bay, New Richmond and other points in Wisconsin to lower Mississippi Valley Territory, Southeastern and Carolina Territories, New York, and other points in Eastern Trunk Line Territories.

The present and proposed rates from and to a few representative points are as follows:

To New Orleans, La.

From	Present		Proposed	
	C. L.	L. C. L.	C. L.	L. C. L.
Plymouth	\$1.72½	\$1.76	\$1.64½	\$1.65½
Manitowoc	1.72½	1.80½	1.64½	1.65½
Green Bay	1.76½	1.96	1.71½	1.73½
New Richmond	1.76½	2.14	1.76½	1.81½

To Ohio River Crossings

From	Present		Proposed	
	C. L.	L. C. L.	C. L.	L. C. L.
Plymouth	\$0.61	\$0.75	\$0.61	\$0.75
Manitowoc .....	.61	.75	.61	.75
Green Bay .....	.71	.78	.68	.83
New Richmond .....	.79	.99	.79	.99

To New York—All Rail

From	Present		Proposed	
	C. L.	L. C. L.	C. L.	L. C. L.
Plymouth	\$1.10	\$1.43	\$1.09	\$1.39
Manitowoc	1.15	1.47½	1.20	1.50
Green Bay	1.20	1.63	1.20	1.50
New Richmond	1.55½	2.00½	1.34	1.64

To New York—Car Ferry

From	Present		Proposed	
	C. L.	L. C. L.	C. L.	L. C. L.
Plymouth	\$1.03½	\$1.33½	\$1.09	\$1.39
Manitowoc .....	.94½	1.24½	.94½	1.24½
Green Bay	1.01	1.33	1.01	1.33
New Richmond	1.55½	2.00½	1.34	1.64

Export Rate on Eggs

Supplement No. 29 to Agent E. B. Boyd Tariff No. 1016-A publishes a reduced carload rate of \$1.28 to the Gulf ports and \$1.71 per 100 pounds to Key West and Tampa, Fla., on shipments from Elk City and Lone Wolf, Okla. The same tariff also publishes a reduced carload rate of \$1.28 to the Gulf ports and \$1.61 per 100 pound to Key West and Tampa, Fla., on shipments from Mangum, Okla.

The above rates became effective October 15, 1922, and apply only on egg shipments destined to Cuba.

Rates on Butter

St. Louis-San Francisco Railway Tariff No. 1204-F, effective October 25, 1922, publishes a reduced rate of 75c per 100 pounds on shipments of butter from Cabool, Mo., to Memphis, Tenn., when destined to points in Southeastern Territory and moving over the rails of the Frisco beyond Memphis to or through Birmingham, Ala. The new rate applies on shipments in lots of 10,000 pounds or over and when consigned to one or more consignees at one or more destinations.

Egg Cases From Coffeyville

The Western Trunk Line Committee is handling under Subject No. 2737 an application to establish a reduced carload rate of 32½c per 100 pounds on egg cases, minimum 30,000 pounds, from Coffeyville, Kan., to Cottonwood Falls, Kan., and a rate of 33½c per 100 pounds to Bazar, Kan.

If you own eggs in Storage—

If you are a poultry packer or shipper—

Then you need us. (Write or Wire)

If in the market to buy eggs or dressed poultry, and you are particular to have your orders filled just right;

Wire or Telephone.

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Eleventh Annual Convention

January 8th and 9th, 1923

King Edward Hotel

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**Cordially invite attendance of all
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south of the border line.**

Demurrage and Storage Holidays

For several years it has been a debatable question as to what is or is not a legal holiday in connection with the assessment of demurrage and storage charges. After a series of conferences in the interest of uniformity, the appended list of legal holidays has been agreed on by the Division of Transportation of the American Railway Association, and the various demurrage bureaus. In some cases the exact date is not shown, as this is determined by the state or local authorities each year. The list is subject to amendment from time to time.

January 1, New Year's Day—All states.
January 19, Lee's Birthday—In following states only: Alabama, Arkansas, Florida, Georgia, Mississippi, North Carolina, South Carolina, Tennessee and Virginia.

February 12, Lincoln's Birthday—All states except Alabama, Arizona, Arkansas, District of Columbia, Florida, Georgia, Louisiana, Maine, Maryland, Massachusetts, Mississippi, New Hampshire, New Mexico, North Carolina, Rhode Island, South Carolina, Texas, Vermont, Wisconsin and Virginia.

February 22, Washington's Birthday—All states.
February, Mardi Gras—In Alabama, Florida (Escambia and Santa Rosa counties), Louisiana (Orleans Parish cities over 10,000).

April 19, Patriot's Day—Maine and Massachusetts only.

April 26, Confederate Memorial Day—Alabama, Florida, Georgia and Mississippi only.

May 30, Memorial Day—All states except Alabama, Arkansas, Florida, Georgia, Louisiana, Mississippi, North Carolina, South Carolina and Texas.

June 3, Jefferson Davis' Birthday (Confederate Memorial Day)—In the following states only: Alabama, Arkansas, Florida, Georgia, Louisiana, Mississippi, South Carolina, Tennessee and Texas.

June, Arbor Day—Oregon, Nebraska, Texas, Utah and Wyoming.

July 4, Independence Day—All states.
September, first Monday, Labor Day—All states.

October 12, Columbus Day—All states except Alabama, District of Columbia, Florida, Georgia, Iowa, Maine, Minnesota, Mississippi, Nevada, North Carolina, North Dakota, South Carolina, Tennessee, Virginia, Wisconsin, South Dakota and Wyoming.

November 11, Armistice Day—In the following states only: Alabama, Arizona, California, Colorado, Delaware, Florida, Illinois, Iowa, Kentucky, Maryland (1921 only), Minnesota, Montana, Missouri, Nebraska, New Jersey, North Carolina, North Dakota, Oregon, Pennsylvania, South Dakota, Tennessee, Texas and Washington.

November, Thanksgiving Day—All states.
December 25, Christmas Day—All states.

Election Days and Miscellaneous Holidays

November election—Tuesday following first Monday in November is a holiday in the following states: Arizona, California, Delaware, Indiana, Maryland, Michigan, New Jersey, New Mexico, New York, North Carolina, Oregon, Pennsylvania, South Carolina, Virginia and West Virginia.

Alabama—(a) April 13, Jefferson's Birthday; (b) October 2, Fraternal Day.

Arkansas—November, General Biennial Election Day.

Arizona—February 14, Statehood Day.

California—(a) Last Tuesday of August, Primary Election Day; (b) September 8, California Day.

Colorado—(a) Any general primary or general election day; (b) August 1, Colorado Day.

District of Columbia—March 4, Presidential Inauguration Day.

Florida—(a) October 2, Farmers' Day; (b) November, General Election Day.

Idaho—June 15, Pioneer Day.

Illinois—(a) Day of election for House of Representatives; (b) November, General Biennial Election Day.

Indiana—General national or state election day.

Iowa—November, General Election Day.

Louisiana—(a) All general election days and local election days at points held; (b) January 8, Battle of New Orleans (New Orleans only); (c) November 1, All Saints' Day.

Maryland—(a) March 25, Maryland Day; (b) September 12, Defenders' Day.

Minnesota—General Biennial Election Day.

Missouri—(a) First Tuesday of August (even years), Primary Day; (b) November, General Election Day.

Montana—General election and general primary days.

Nevada—Admission Day.

New Hampshire—(a) Appointed by Governor, Fast Day; (b) General Biennial Election Days.

North Carolina—(a) April 12, Halifax Declaration of Independence; (b) May 10, Memorial Day; (c) May 20, Mecklenburg Declaration of Independence.

North Dakota—November, General Biennial Election Day.

Oklahoma—Any general election or general primary day.

Oregon—(a) Third Friday of May, biennially, primary day; (b) general election days.

Rhode Island—(a) Second Friday of May, Arbor Day; (b) November—Election Day, Tuesday after the first Monday, biennially, in even years.

South Carolina—May 10, Memorial Day.

South Dakota—General election and general primary days.

Tennessee—(a) July 13, Forrest's Birthday; (b) national, state and county election days.

Texas—(a) March 2, Texas Independence Day (b) April 21, Battle of San Jacinto; (c) general election and general primary days.

Utah—July 24, Pioneer Day.

Vermont—August 16, Bennington Battle Day.

Washington—General Election Day.

Wyoming—General Election Day.

Egg Case Fillers

The Central Freight Association is handling under Subject No. 5326 an application filed by shippers to establish reduced rates on egg case fillers, carloads, from Chicago, Ill., to the following points:

Buffington, Ind....	18½c	Jeffersonville, Ind....	23c
Cincinnati, Ohio....	22½c	Logansport, Ind....	16½c
Crawfordsville, Ind....	18c	Louisville, Ky.....	24½c
Frankfort, Ind.....	17c	Muncie, Ind.....	20c
Indianapolis, Ind....	23c	Terre Haute, Ind....	19½c

ROSTER

National Poultry, Butter & Egg Association

NOTE: Members should keep in mind that our Membership Ledgers—not this Roster—constitute the highest authority regarding every membership. Extra care is taken to see that every name and address is correctly shown in the Roster. But in making corrections and adding new names constantly it happens now and then that printers make new errors or leave out names or addresses inadvertently. Pressure of work in the Executive Secretary's office precludes checking the Roster with the Membership Ledgers before going to press every month, though this is done as often as possible.

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OZARK POULTRY & EGG Co., Fayetteville.

M. L. PRICE, Secy., Arkansas Poultry and Egg Dealers Assn., Fayetteville.

D. W. TOBEY, INC., P. O. Box 614, Texarkana, Ark.-Tex.

W. R. WHITE PRODUCE Co., P. O. Box 262, Texarkana, Ark.-Tex.

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COLORADO

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PINKETT BROS. PROD. Co., 1537 Market St., Denver.

THE RHODES RANCH EGG Co., 1525-27 Market St., Denver.

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II. A. COLEMAN, Palmyra.

DAVIS CLEAVER PRODUCE Co., Quincy.

DENNIS PRODUCE Co., Bowen.

T. E. DICKINSON, Tuscola.

ADOLPH G. DOHM, Carlinville.

GEO. W. FREY PRODUCE Co., Mendota.

C. A. FIELD Co., Newton.

FISHER PRODUCE Co., Fisher.

GRADY BROS., Cuba.

FRANK GRAMPP, Princeton.

L. G. GRAMPP PROD. Co., Dixon.

H. R. GRANT, c/o Collins Produce Co., Flora.

WM. E. GREEN, Henry.

E. J. GROSSENBURG, Woodhull.

HAGIST JETT PRODUCE Co., Box 64, E. St. Louis, Ill.

P. O. HALLBECK & SON, West Salem.

C. L. HATFIELD, Decatur.

F. HOUSER & SON, Lena.

W. A. JOY, 119 N. 9th St., Springfield.

KINSALL PRODUCE Co., Ridgway.

MANNING & MANNING, Morrisonville.

G. E. MERRILL, Avon.

W. D. MILLER & SON, Newton.

MINONK PRODUCE Co., Minonk.

MONEY PRODUCE Co., Yale.

B. S. PEARSALL BUTTER Co., 51 N. State St., Elgin.

PEORIA CREAMERY Co., Peoria.

A. D. PERRIN & SON, Wyandot.

HAROLD G. PETERSON, 2200 Lincoln St., Evanston.

PIONEER CREAMERY Co., Galesburg.

F. A. PRUETT & SONS, Third & Monroe Sts., Kinmundy.

REITZEL BROS. Sterling.

SCHWARTZ & BOWMAN, Stockton.

L. E. SNAPP & SONS, INC., 17 Mill St., Georgetown.

SORENTO PRODUCE Co., Sorento.

GEO. H. SPENGLER, 10th & Capitol Ave., Springfield.

W. H. STANLEY & SON, Newton.

STARR ICE & PRODUCE Co., Rushville.

H. J. SWAN & Co., Fairfield.

SUGAR CREEK CREAMERY Co., Danville.

E. H. TAMME, Orion.

JACOB TICK, Clinton.

P. H. UTTERBACK, Oblong.

I. A. WALLINS, INC., Decatur.

II. C. WEINRICH & Co., Cambridge.

WENONA PRODUCE Co., Box 214, Wenona.

J. F. WILLIAMS & SON, Apple River.

J. W. WILSON & Co., Stewardson.

C. C. WRIGHT, McLeansboro.

WRIGHT-MAULDING Co., Dahlgren.

A. J. WRIGLEY, Wyoming.

Chicago

B. AARON & SONS, 56 W. South Water St.

THEODORE AARON, INC., 204-208 N. Wells St.

AMAN & ENDERS, 132 W. South Water St.

ARMOUR & Co., Produce Dept.

BAER & WOODS, 326 W. So. Water St.

J. P. BARRETT PRO. Co., 208 N. Wells St.

BATTERMAN & KOELLING, 949 Fulton Market.

BEATRICE CREAMERY Co., 1526 S. State St.

BICKLEY, EDMUNDS & FINNELL, INC., 216 N. Wells St.

AMOS BIRD Co., 1314 So. Canal St.

BLUE VALLEY CREAMERY Co., 700 S. Clinton St.

S. S. BORDEN Co., 220 W. South Water St.

BOWMAN & Co., 136 W. Lake St.

JOHN L. BRINK Co., 166 W. So. Water St.

BRINK & PILAT, 214 W. South Water St.

PETER BRITTEN SONS, 2 Fulton Market.

H. L. BROWN & SONS, 953 Fulton Market.

BICKLEY, FINNELL & WIMPLE, INC., 216 N. Wells St.
 G. W. BULL & Co., 26 W. Kinzie St.
 BURD BROS., 206 W. So. Water St.
 E. F. BUSCH & Co., 208 N. Wells St.
 CARNATION MILK PRODUCTS Co., 220 S. State St.
 COHEN & Co., 108 W. South Water St.
 H. B. COLLINS, c/o Swift & Co., U. S. Yards.
 COYNE BROS., 119 W. South Water St.
 CROMER & BROWN, 212 N. Wells St.
 CUDAHY PACKING Co., PRODUCE DEPT., Harris Trust Bldg.
 THEO. CUNY, 320 W. South Water St.
 DAUBER BROS., 1132-1134 Fulton Market.
 JNO. R. DEISHER Co., 954 Fulton Market.
 DITTMANN & Co., 125 N. Union St.
 W. F. DRENNAN & Co., 25 W. Kinzie St.
 JOSEPH DUSEK Co., 726 W. Randolph St.
 WM. EBELING, 702 W. Randolph St.
 M. H. EICHENGREEN & Co., 227 N. LaSalle
 HARRY H. FIELD & Co., 208 N. Wells St.
 FINNERMAN BROS., 320 W. So. Water St.
 FORD-GUSTAFSON & Co., 192 N. Clark St.
 PETER FOX SONS Co., 168 W. So. Water St.
 GALLAGHER BROS., 165 W. South Water St.
 ALEXANDER GETZ, 1016-1022 Fulton Mkt.
 GETZ & BRODSKY, 326 W. So. Water St.
 I. J. GINSBERG, 192 N. Clark St.
 R. GERBER & Co., 327 W. So. Water St.
 GOLDENBERG BROS., 718 W. Randolph St.
 M. & J. GOLDENBERG, 2349 Milwaukee Ave.
 MOSES GRAY & Co., 160 W. So. Water St.
 J. H. GREENHALGH & Co., 4403 Sheridan Rd.
 GRIDLEY MAXON Co., 25 W. So. Water St.
 GUGGENHEIM BROS., 916 Fulton Market.
 F. M. HEGGIE, 208 N. Wells St.
 A. F. HEIDKE & SONS, 845 Fulton St.
 FRANK G. HEILMAN, 945-947 Fulton Mkt.
 J. E. HUGO HEMMAN & Co., 225 W. South Water St.
 J. S. HOFFMAN COMPANY, 219-221 N. Franklin St.
 HOLLAND BUTTER Co., 121 W. Austin Ave.
 W. G. HOWARD & Co., 229 N. Wells St.
 HUNTER WALTON & Co., 35 W. Kinzie St.
 S. KATZ & Co., INC., 208 No. Wells St.
 KEAN & STRYKER, 716 W. Randolph St.
 S. LOVE KELLEY, 192 N. Clark St.
 F. J. L. KOLB, c/o Great A. & P. Tea Co., 2101 W. 39th St.
 GEO. T. KRUSE & Co., 708 W. Randolph St.
 A. S. KUHN Co., 208 N. Wells St.
 LEPMAN & Co., 208 N. Wells St.
 I. H. MARKS POULTRY Co., 168 W. So. Water St.
 MAX MALTER Co., 816 W. Randolph St.
 MAURICE MANDEVILLE, 160 N. Market St.
 WOLF MALTER, 910 Fulton Market.
 R. MANGAN & Co., 819 W. Randolph St.
 JOHN V. MCCARTHY Co., 136 W. Lake St.
 C. E. MCNEILL & Co., 325 W. So. Water St.
 MERRILL & ELDREDGE, 160 N. Market St.
 GEO. MEYER & Co., 228 W. South Water St.
 JOS. T. MILNARIK, 136 W. Lake St.
 W. S. MOORE, 206 N. Wells St.
 A. M. MULLIN, 303 W. So. Water St.
 MUTUAL PRODUCE Co., 922 Fulton St.
 MURMANN & KARSTEN, 222 W. So. Water St.
 NATIONAL EGG Co., 160 N. Market St.
 NATIONAL PROD. Co., 208 N. Wells St.
 AD. NEWMAN & SON, 4420 S. Ashland Ave.
 O'HEARN & SHERMAN, 64 S. Water St.
 THOS. E. O'NEILL Co., 218 N. Wells St.
 NORTH-WEST PRODUCE Co., 834 No. Racine Ave.
 JOHN OLDENBURG Co., 208 N. Wells St.
 O. W. OLSON Co., 136 W. Lake St.

MORRIS OVSON Co., 30 N. Green St.
 OXLEY & RICHTER Co., 208 N. Wells St.
 PRESSBURGER & OLDENBURG, 706 W. Randolph St.
 G. W. RANDALL & Co., 211 W. South Water St.
 B. W. REDFEARN, 208 N. Wells St.
 HARRY H. REDFEARN & Co., 208 N. Wells St.
 A. S. ROE & Co., 208 N. Wells St.
 ED. RUEB & Co., 703 W. Randolph St.
 M. P. RUTLEDGE, 1111-1113 Fulton Market.
 JOHN SANDER, 1053-1055 W. Lake St.
 SCHRIEBER & FALKER, 136 W. Lake St.
 SCHWEIZER COMMISSION Co., 654 W. 63rd St.
 JOHN M. SHAWHAN, 136 W. Lake St.
 GEO. S. SLOAN & SONS, 62 W. So. Water St.
 SNYDER, HARRY, Co., 223 W. So. Water St.
 F. J. SOKOL, 208 N. Wells St.
 SPANGENBERG & Co., 48 W. Kinzie St.
 STANDARD COMMISSION Co., 329 W. So. Water St.
 STEFFEY BROS., 118 W. So. Water St.
 FRANK SWEENEY, 192 N. Clark St.
 ED. TERMAN & Co., 321 W. So. Water St.
 TITMAN EGG Co., INC., 400 N. Elizabeth St.
 JOHN R. TYLER Co., 208 N. Wells St.
 M. UHLMANN & Co., INC., 171 W. So. Water St.
 A. T. ULLMANN Co., 1014 Fulton St.
 WASKOW BUTTER Co., 346 W. So. Water St.
 WATSON & KELLEY, 320 W. South Water St.
 C. H. WEAVER & Co., 67 W. South Water St.
 WEINBERG BROS. & Co., 324 W. South Water St.
 WENDEL & BRIGGS, 951 Fulton Market.
 O. E. WHITCOMB & SON, 210 W. South Water St.
 J. H. WHITE & Co., 955 Fulton Market.
 W. T. S. WHITE, c/o Morris & Co., U. S. Yards.
 WILSON & Co., Prod. Dept., U. S. Yards.
 HENRY YEPSEN & Co., 207 N. Wells St.
 ZAMBRENO BROS. & Co., 918 Fulton St.
 ZIMMERMANN & SMITH, 336 W. So. Water St.

INDIANA

ADAMS PRODUCE Co., 203rd S. Main St., Rushville.
 ATLAS PRODUCE Co., Lafayette.
 J. E. BEYER, Rochester.
 BAREFOOT PRODUCE COMPANY, Cowan.
 BLOOMFIELD ICE & PRODUCE Co., Bloomfield.
 E. E. BOGAN Co., Goodland.
 E. BRAUDE, Silver Lake.
 L. J. BRETZ, Huntingburg.
 CLOVER LEAF CREAMERIES, Huntington.
 DEARMIN & Co., Odon.
 DECATUR PRODUCE Co., Decatur.
 L. J. DELUCENAY, Ashley.
 R. L. DITZLER, Huntington.
 FEAR-CAMPBELL Co., Frankfort.
 GEO. FREESE'S SONS, Nappanee.
 FOUNTAIN PRODUCE Co., Veedersburg.
 F. H. GEORGE & Co., 116 W. Columbia St., Ft. Wayne.
 D. W. HARRIS Co., Green's Fork.
 HARRIS-HARDMAN Co., Richmond.
 HAVENS BROS., Ladoga.
 O. L. HOESE, Worthington.

HOUGHLAND & MILLER, Boonville.
 IDEAL POULTRY & PRODUCE Co., Ft. Wayne.
 INDIANA PRODUCE Co., Worthington.
 THE E. R. JAKES Co., Thorntown.
 L. E. JONES, Churubusco.
 J. A. LONG, c/o J. A. Long Co., Portland.
 C. J. LOYD & Co., Greensburg.
 McLANE & Co., Shelbyville.
 MIAMI PRODUCE Co., Peru.
 S. MOSKOWITZ & Co., Evansville.
 MURPHY & Co., Princeton.
 O. OLIVER & SON, Madison.
 THOMAS OWENS, Angola.
 HENRY PFAU, 224 Ninth St., Jasper.
 THE PFEIFFER SALES Co., Logansport.
 RIFFERT BROS., Haubstadt.
 SCHLOSSER BROS., Frankfort.
 SHERMAN WHITE & Co., Ft. Wayne.
 A. B. STAHL, Oakland City.
 J. L. WILLIS & SON, Petersburg.

Indianapolis

INDIANAPOLIS POULTRY Co.
 GEORGE M. RUBIN, 636 Washington Ave.
 THE WADLEY Co., North St. & Canal.

IOWA

A. BAIRD & SON, Lohrville.
 BELL-JONES Co., Davenport.
 BOAS PRODUCE Co., West Bend.
 BURLINGTON PRODUCE Co., Burlington.
 CENTRAL CITY PROD. Co., Central City.
 CHARLTON & BOWEN, Rolfe.
 CHEROKEE POULTRY Co., Cherokee.
 J. A. CROWTHER, Pocahontas.
 P. M. DAHLEM, Cascade.
 O. ELLINGSON, Webster City.
 C. A. ENGLISH, Ottumwa.
 E. J. FARLEY, Monticello.
 C. ALVIN FOSSE, LaPorte City.
 TYNDALL N. FOSSE, Ridgeway.
 GIST, McDOWELL POULTRY & EGG Co., Spencer.
 M. J. GOODRICH, Strawberry Point.
 GOODRICH & GALLAGHER, INC., Waverly.
 E. C. GRADY, Reinbeck.
 M. & J. R. HAKES, Laurens.
 HANFORD PRODUCE Co., Sioux City.
 HANSEN PRODUCE Co., Maquoketa.
 F. H. HATCH Co., Edgewood.
 HAWKEYE PRODUCE Co., Brookdale Ave., Chariton.
 E. B. HIGLEY Co., 409 S. Federal St., Mason City.
 T. M. HOOPER PRODUCE Co., Chariton.
 HURD CREAMERY Co., Council Bluffs, Iowa.
 INDEPENDENCE PRODUCE Co., Independence.
 INDEPENDENT PRODUCE Co., 1801 W. 3rd St., Davenport.
 IOWA CITY PRODUCE Co., Market & Gilbert Sts., Iowa City.
 IOWA GRAIN & PRODUCE Co., Burlington.
 CARL T. IRISH, Montour.
 JENSEN'S CREAMERY Co., Coon Rapids.
 W. E. KEENEY, Clarinda.
 WM. H. LAPP, c/o Ames Produce Co., Ames.
 A. R. LOOMIS & SON, Fort Dodge.
 LOVETT & DAVIS PROD. Co., Manchester.
 S. W. MAHON, Sigourney.
 MARSHALLTOWN PRODUCE Co., 213 Market St., Marshalltown.
 MERCHANTS PRODUCE EXCHANGE, Meservey.

J. D. MINIUM, Clear Lake.
 JOHN MORRELL & Co., Ottumwa.
 E. G. MORSE, Mason City.
 NAGLE BROS. POULTRY Co., Marcus.
 MT. PLEASANT PRODUCE Co., Mt. Pleasant.
 J. H. NEIL CREAMERY Co., Tama.
 NEWTON PRODUCE Co., Newton.
 G. W. NICHOLSON & Co., Grand Junction.
 NICKLES & SON, Corydon.
 NORTHERN IOWA PRODUCE Co., McGregor.
 W. L. OGDEN & Co., 305 Pearl St., Sioux City.
 W. B. PARROTT Co., Manning.
 PETERSON BROS., 6th Ave. & River Front, Clinton.
 REISMAN Co., Oskaloosa, Iowa.
 W. S. REISTER & SON, Washington.
 FRED REUM & Co., 218 W. Water St., Decorah.
 H. S. RHYNSBURGER, 9th Ave., E., Oskaloosa.
 R. D. SMITH, Swea City.
 ST. ANSGAR PRODUCE Co., St. Ansgar.
 SCHELDEL PRODUCE Co., Ossian.
 SHOTWELL & Co., Des Moines.
 SCHREIBER PRODUCE Co., West Bend.
 J. A. SHANNON & SON, Iowa Falls.
 SHELTON PRODUCE Co., Sheldon.
 J. A. SILVER & Co., Stockport.
 A. P. SONDERGAARD & Co., Mason City.
 UNION PRODUCE Co., Lorimor.
 E. B. WADE, West Liberty.
 WAVERLY PRODUCE Co., Waverly.
 WAYNE F. WALLER, Garner.
 WESCOTT & WINKS, Sumner.
 WILSON SHOTWELL Co., Perry.
 R. W. WINSLER, Moravia.
 WOLDUM PRODUCE Co., Decorah.

KANSAS

M. N. ALEXANDER & Co., Fort Scott.
 BEATRICE CREAMERY Co., Topeka.
 THE BELLE SPRINGS CRY. Co., Abilene.
 THE BLUE VALLEY PACKING Co., Marysville.
 J. E. BREWER, Box 226, Abilene.
 COGHILL COMMISSION Co., Iola.
 CONCORDIA CREAMERY Co., Concordia.
 ELLSWORTH PROD. Co., Ellsworth.
 FARMERS' PRODUCE Co., Burlington.
 J. F. GRENNAN PROD. Co., Garnett.
 HANNA POULTRY & EGG Co., Goffs.
 H. C. HOERMAN, Linn.
 T. JENSEN & BROS., Emporia.
 KANSAS EGG & POULTRY Co., Hillsboro.
 KANSAS ICE & STORAGE Co., Salina.
 A. S. KININMONTH & Co., Winfield.
 LATHAM & SONS, Ottawa.
 M. McMAHON, Beattie.
 MERRITT-SCHWIER CREAMERY Co., Great Bend.
 THE METZ PACKING Co., Concordia.
 PADEN & THOMPSON, Lyons.
 SALINA POULTRY Co., Salina.
 SCANTLIN BROS., Pratt.
 SEYMOUR PACKING Co., Topeka.
 STEWART POULTRY Co., Valley Falls.
 TOPEKA PACKING Co., Topeka.
 A. TROUT, Melvern.
 S. C. WALKER & SON PRO. Co., Smith Center.
 H. G. WARD PRODUCE Co., Glasco.

KENTUCKY

AMERICAN BUTTER & CHEESE Co., Louisville.
 E. BOWERS Co., Paducah.
 N. F. BRENT, Paris.
 DAVIDSON BROS., Inc., Glasgow.
 C. G. GAULT-PROD. Co., Maysville.
 S. H. GRINSTEAD Co., Lebanon.
 HARRODSBURG ICE & PRODUCE Co., Harrodsburg.
 HAWKINS, SMITH, TOOHEY & Co., Shelbyville.
 S. F. HOLCOMB, Murray. Branches at Hol-low Rock, Tenn., and Parsons, Tenn.
 HULEN-TOOPS Co., Bowling Green.
 MALONEY DAVIDSON Co., 128 E. Jefferson, Louisville.
 MILLER BROS. & Co., Owensboro.
 LEON RENAKER, Winchester.
 GEO. P. TAYLOR Co., Burnside.
 ALVA WEST, Mgr. Star Produce Co., Maysville.
 J. P. WRIGHT, Salt Lick.
 H. WILSON & Co., Fordsville.
 HARVEY J. ZWICKER, Gen. Mgr. Frank Feh. Cold Storage Co., Louisville.

LOUISIANA

LEON FRANK, Box 1414, New Orleans.
 GOODMAN & BEER Co., Inc., 400 Paydras St., New Orleans.
 A. S. KOTTWITZ & Co., 443 S. Peters St. New Orleans.
 JOS. LALA & Co., 534 French Mkt., New Orleans.
 JOS. SAMUEL Co., Inc., 327 Paydras St. New Orleans.
 SOUTHLAND PRODUCE Co., 505 Travis St. Shreveport.

MARYLAND

BLATTER BROS., 119 W. Pratt St., Baltimore.
 HENDERSON, LINTHICUM & Co., 3 E. Camden St., Baltimore.
 E. E. HURLBURT, 3 Emerson Tower Bldg. Baltimore.
 FRANK HURWITZ, 5-7 W. Lombard St. Baltimore.
 ARTHUR MEDWEDEFF, 308 Law Building Baltimore.
 JOHN POEHLMAN & SONS, 405 N. Washington St., Baltimore.
 ROBINS & Co., 112 South St., Baltimore.
 JOSEPH SMELKINSON, 139 W. Camden St. Baltimore.
 DIXON R. SMITH & Co., 217 Hanover St. Baltimore.
 STEVENS BROS., 226 Charles St., Baltimore

MASSACHUSETTS

CAMBRIDGE POULTRY Co., Cambridge.
 JAMES L. HUMPHREY, JR., New Bedford.
 GENERY STEVENS Co., Worcester.

Boston

ADAMS, CHAPMAN Co., 37 N. Market St.
 ALLEY GREEN & PIPE Co., 3 and 4 N. Market St.
 S. K. AMES, 168 Milk St.
 I. H. BALLOU & Co., 75 S. Market St.
 BARTLETT VARNEY & Co., 21 N. Market St.
 BATCHELDER & SNYDER Co., 49 Blackstone Street.

BOLTON & HICKS, 21 Merchants Row.
 BORST PIERCE Co., 9 Blackstone St.
 ALTON E. BRIGGS, Faneuil Hall Market.
 BRYANT & ORDWAY Co., 1 So. Side Faneuil Hall Market.
 S. L. BURR & Co., 74 So. Market St.
 CHAMBERLAIN & Co., Inc., 25 S. Market St.
 CHAPIN & ADAMS Co., 35 S. Market St.
 HAROLD E. CORSON, Faneuil Hall Market. Fruit & Products Exchange.
 C. R. CORWIN Co., Faneuil Hall Market.
 CRAIG HAPGOOD Co., Inc., 39 S. Market St.
 ARTHUR E. DORR & Co., 12 North St.
 EASTERN BUTTER Co., 15 John St.
 EASTERN POULTRY & EGG Co., 77 Fulton St.
 J. R. ELLIS & SON, 50 S. Market St.
 G. A. FALES Co., 25 N. Market St.
 JOHN H. FARNUM & SON, 65 Clinton St.
 FOWLE, HIBBARD Co., 176 State St.
 GOLDSMITH-STOCKWELL Co., 27 S. Market Street
 GREEN & Co., 80 S. Market St.
 WM. J. HAIRE Co., 30 S. Market St.
 HILTON & ALDRICH Co., 40 S. Market St.
 RALPH H. HOSMER, 10-16 Faneuil Hall Mkt.
 H. A. HOVEY & Co., 30 Faneuil Hall Mkt.
 HYDE-WHEELER Co., 39-41 Commercial St.
 THE H. J. KEITH Co., 72 S. Market St.
 J. F. KIMBALL Co., 31 N. Market St.
 LAMSON & Co., 13 Blackstone St.
 G. M. D. LEGG Co., 33 S. Market St.
 LEWIS, MEARS Co., 33 S. Market St.
 A. & O. W. MEAD & Co., 35 N. Market St.
 A. E. MILLS & SON, 27 Commercial St.
 CHAS. E. MILLS, 19 Boston Fruit & Produce Exchange.
 MITCHELL DUFFEY Co., 37 So. Market St.
 PATCH & ROBERTS, 17 N. Market St.
 P. F. QUINN, 31 Merchants Row.
 RADLO BROS. Co., 21-23 S. Market St.
 L. A. ROGERS Co., 70 S. Market St.
 B. RUTSTEIN & SONS Co., 105 Fulton St.
 R. W. SAWTELLE, 16 Boston Fruit & Pro. Ex.
 SMILEY BROS., 5 Blackstone St.
 A. M. SMITH & Co., 31 Commercial St.
 STANDARD POULTRY & EGG Co., 37 Fulton St.
 CHAS. H. STONE & Co., 61 Chatham St.
 THORNDIKE & GERRISH Co., 19 N. Market Street.
 TITMAN EGG Co. OF MASSACHUSETTS.
 A. VALENTE & Co.
 T. H. WHEELER Co.
 E. E. WILSON Co., 7 Blackstone St.
 W. F. WYMAN & Co., 4 Faneuil Hall Mkt.

MICHIGAN

D. A. BENTLEY Co., 127 N. Water St., Saginaw.
 CADILLAC PRODUCE Co., Cadillac.
 THE N. A. HOBAN Co., 114-116 W. 1st Ave., Flint.
 HUGH M. HURD, Eaton Rapids.
 IONIA EGG & POULTRY Co., Ionia.
 KENT STORAGE Co., Grand Rapids.
 ROBT. PARK, Caro.
 J. T. RIDLEY, Greenville.
 WILLIAMSON BROS., Tecumseh.

Detroit

ALDERSON-HUARD Co., 480 Riopelle St.
 AMERICAN BUTTER & CHEESE Co., 480 Howard Ave.

CLARENCE J. CHANDLER, 1640 Penobscot Bldg.
 GEO. L. COLLINS & Co., 30 Market St.
 DETROIT BEEF Co., 1903 Adelaide St.
 GEO. R. ELDRIDGE Co., 2656 Eighteenth St.
 FALTIS POULTRY MARKET, 54 W. Elizabeth Street.
 GESSNER PRODUCE Co., Eastern Market.
 HARRIS & THROOP, 777 Michigan Ave.
 J. W. KEYS COMM. Co., 2478 Riopelle St.
 C. H. LAHUE & Co., Eastern Market.
 F. J. SCHAFER & Co., 1462 E. High St.
 SCHILLER BUTTER & EGG Co., 654 Jos Campau.
 SMITH POULTRY & EGG Co., 26 Western Market.
 A. F. THIBODEAU & Co., 492 Howard Ave.
 TONER COMMISSION Co., 480 Riopelle St.

MINNESOTA

BACKMAN PRODUCE Co., Waterville.
 BENSON PRODUCE Co., Benson.
 BRIDGEMAN-RUSSELL Co., Duluth.
 CENTRAL MINN. PRODUCE Co., Willmar.
 E. B. DAVIS & Co., Spring Valley.
 DULUTH CREAMERY & PROD. Co., 7th Ave. W. & R. R. St., Duluth.
 JULIA M. FINK, Librarian, Faribault.
 SEYMOUR L. FOSSE, Lanesboro.
 HUTCHINSON PRODUCE Co., Hutchinson.
 JOHNSON PRODUCE Co., Cokato.
 F. J. KASPER Co., 310-312 N. Cedar St., Owatonna.
 LE ROY PRODUCE Co., Le Roy.
 LEVINE BROS., Duluth.
 LITCHFIELD PRODUCE Co., Litchfield.
 JOHN LYNARD, Owatonna.
 F. C. MARPE, Secy., Southern Minnesota Egg, Butter & Poultry Assn., Albert Lea.
 H. M. NOACK & SONS, Arlington.
 NO. AMERICAN CRY. Co., Alexandria.
 NORTHERN COLD STG. & WHSE. Co., Duluth.
 PETERSON BIDDICK Co., Wadena.
 JOSEPH J. SCHATZ, Montgomery.
 J. W. SILL, Belgrade.
 STEUBE BROS., 118 N. Main St., New Ulm.
 STORK BROS., New Ulm.
 SUNDE & ROMINE, New Richland.
 GEO. D. TRACY, Tracy.
 WILLIAMS PRODUCE Co., Fergus Falls.
 WORTHINGTON CREAMERY & PROD. Co., Worthington.

Minneapolis and St. Paul

BOYD & HILBERT, 22 Central Mkt.
 R. E. COBB Co., St. Paul.
 JACOB E. DECKER & SON, 513 Third Ave. N.
 DE SOTO CRY. & PROD. Co.
 EDWARDS BROS., 119 Sixth St.
 FAIRFAX PRODUCE Co., 420 N. Third Ave.
 J. H. KERSTEN & Co., 204 Market State Bank Bldg.
 KLINGELHUTZ & MARTINSON, 121 N. 6th St.
 MEAGHER & PARSONS, 5th St. North.
 ROSS C. MORFORD, Market State Bank Bldg.
 NORTHERN PRODUCE Co., St. Paul.
 J. W. PERRIN & Son, 29 Central Market.
 SAMELS BROS. Co., Minneapolis.
 J. W. SHARPE, Minneapolis.
 TILDEN PROD. Co., St. Paul.

MISSISSIPPI

REX PRODUCE Co., Myrtle.

MISSOURI

BLATTNER BROS. MERC. Co., Wellsville.
 A. F. BROCKMAN, Concordia.
 BROWNING FARMERS CLUB, Browning.
 W. L. DAVENPORT Co., 219 N. Jefferson St., Mexico.
 A. B. DRESCHER, Hannibal.
 J. H. DUNN, Meadville.
 W. C. ELLIS, Mountain Grove.
 GOODWIN & JEAN, Jackson.
 R. F. GRIFFITH, Fulton.

HENDERSON'S PRODUCE Co., Monroe City.
 J. V. KESTERSON, Odessa.
 KUHNE BROS. MERC. Co., Troy.
 W. D. LAW, Springfield.
 D. N. LIGHTFOOT & SON, Springfield.
 LINDLEY-BUSTER PROD. Co., Inc., Bucklin.
 MACON PRODUCE Co., Macon.
 W. B. McLAIN & SON, Higginsville.
 J. H. MIKEL BRO. & Co., South Gifford.
 C. S. MILLER PRODUCE Co., Neosho.
 MISSOURI EGG & POULTRY Co., Box 164, Sedalia.
 E. OLIN & SON, 112 E. Lexington St., Independence, Missouri.
 RALLS COUNTY MERCANTILE Co., Center.
 S. D. RARDIN, JR. & Co., Ridgeway.
 J. I. REED & SON, Bolivar.
 C. L. RHODES PROD. Co., Springfield.
 F. F. ROBERTS, Queen City.
 A. W. VANDERFORD, Clinton.
 A. B. WILKERSON, Aurora.
 WILLOW SPRINGS CRMY. Co., Willow Sprgs.

St. Louis

AMERICAN EGG & POULTRY Co., 501 N. 3rd St.
 H. B. BEATY, 408 Franklin Ave.
 H. H. BERGMANN, Secy., Missouri Egg & Poultry Shippers' Assn., 133 N. Third St.
 BOHN-LENARTZ COM. Co., 714 N. 4th St.
 HY BOMZE, 817 N. Third St.
 HENRY BROEDER'S SONS COM. Co., 813 N. Third St.
 E. J. CRAMER COMMISSION Co., 709 N. 3rd St.
 DICKSON & SONS, 837 N. Third St.
 DONNERBERG & Co., 507 Wash St.
 A. A. EASTON Co., Inc., 931 N. Broadway.
 ENTERPRISE COMMISSION Co., 925-927 N. Broadway.
 BRUNO FRANZ SONS, 919 N. Broadway.
 OSCAR B. FRANZ COM. Co., 417 Morgan St.
 WALTER B. FRANZ & Co., 810 N. Fourth St.
 JOHN FREY & Co., 420 Wash St.
 FRISCO COMMISSION Co., 800 N. Fourth St.
 GREENLEE PRODUCTS Co., Lewis & O'Fallon Sts.
 R. HARTMANN PRODUCE Co., 14 S. 2nd St.
 FRED HEGER, 419 S. Franklin Ave.
 THE HICKEL Co., 1018 N. Broadway.
 HILMER COMMISSION Co., 822 N. Third St.
 HOFMANN BROS. PRODUCE Co., 700 N. 2nd St.
 H. W. KUEHAUS, 419 Franklin Ave.
 B. LANDAUER, 907 N. Fourth St.
 LOPATO BIERMAN COM. Co., 811 N. Third St.
 E. L. LYNCH POULTRY Co., 807 N. 4th St.
 CHAS. P. MANN & Co., 713 N. 3rd St.
 ARNOLD MATTER COM. Co., 704 N. 4th St.
 E. B. MCKEE COMMISSION Co., 717 N. 3rd St.
 McLAIN-ALCORN COM. Co., 701 N. 3rd St.
 MEYER BROS. COMMISSION Co., 816 N. 3rd St.
 NIEMEYER-BUCHMUELLER COM. Co., 816 N. 3rd St.
 FRANK J. OECHNER, 1109 N. Third St.
 PROGRESSIVE COMMISSION Co., 803 N. 3rd St.
 J. W. RAGLAND COMMISSION Co., 415 Wash St.
 A. A. REHBEIN, 220 Market St.
 GEO. F. RICKER & Co., 716 N. 2nd St.
 A. M. ROBINSON & Co., 714 N. 3rd St.
 ST. LOUIS BUTTER Co., 821 N. Third St.
 SCHEITLIN & HOFFMAN, 820 N. Third St.
 L. J. SCHULTE COM. Co., 824 N. Third St.
 SCHUMACHER COMMISSION Co., 700 N. 3rd St.
 UHRIG BROS., 812 N. Fourth St.
 BURT WOODSON COM. Co., 933 N. Broadway.
 DAVE WURTH COMMISSION Co., 809 N. 3rd St.
 GEO. WURTH COM. Co., 710 N. Third St.
 ZELLE BROS. PROV. & COM. Co., 702 N. 3rd St.

Kansas City

AARON POULTRY & EGG Co.
 J. M. ADAMS, 319 Produce Exchange Bldg.
 C. J. AUS, 211 Produce Exchange Bldg.
 A. W. BEAR COM. Co., 117 E. Fourth St.
 RALPH HURST & Co., 115 E. Fourth St.
 S. J. HURST, 515 Grand Ave.
 MERIDEN CREAMERY Co., 21st and Central Sts.
 J. W. REYNOLDS, Prod. Exchange Bldg.
 CARL C. STENTZ, 203 Produce Exchange Bldg.
 SPENCER PRODUCE Co., 14 West 4th St.

MONTANA

HENNINGSEN PRODUCE Co., Butte.

NEBRASKA

ALMA PRODUCE Co., Alma.
 HENNINGSEN PROD. Co., Superior.
 C. MOZER, Box 495, Lincoln.
 NELSON BROS. POULTRY Co., Lincoln.
 NORFOLK POULTRY Co., 403 N. 3rd St., Norfolk.
 THOMASSEN PRODUCE Co., Humphrey.
 WAHOO PRODUCE Co., 301 East 5th St., Wahoo.
 YORK PRODUCE Co., York.

Omaha

GEO. E. CLARK, 1327 W. O. W. Bldg.
 FAIRMONT CRY. Co., 12th & Jones Sts.
 THE JERPE COMMISSION Co., 422 11th St.
 KIRSCHBRAUN & SONS, INC., 9th and Dodge Sts.
 OMAHA COLD STORAGE Co.

NEW JERSEY

AMMON & PERSON, 4th and Henderson Sts., Jersey City.
 M. AUGENBLICK & BRO., 16 Commerce St., Newark.
 C. E. BARKER & Co., 38 Commerce St., Newark.
 ROBT. L. BEYER, 1915 Atlantic Ave., Atlantic City.
 COLUMBIA CHEESE Co., 85 Commerce St., Newark.
 DEBOW & Co., 32 Commerce St., Newark.
 BARNETT GABRIEL, c/o Great Atlantic & Pacific Tea Co., Jersey City.
 GUARANTY EGG CORPORATION, 108 Sylvan Ave., Newark.
 GERHARD & PAGELS, 218 N. Willow St., Trenton.
 GUDE & COLE, INC., 102 Mulberry St., Newark.
 ADAM HEBELER & Co., 46 Commerce St., Newark.
 GUS LUDWIG, c/o Great A. & P. Tea Co., Jersey City.
 WILKINSON, GADDIS & Co., 85 Parkhurst Newark.

NEW YORK

DAVIS & PELTON, 152 Baldwin St., Elmira.
 SAMUEL C. DUFF & SON Co., 1119 E. Fayette St., Syracuse.
 THE LAWLOR & CAVANAUGH Co., Troy.
 JOS. A. MINST, 359 Broadway, Albany.
 EDWARD D. VINAL, 202 North West St., Syracuse.
 WM. S. RILEY Co., Scott Place, Rochester.
 W. J. SKILLICORN, Albany.
 WHITNEY & EMERY, 113 Ardmore St., Rochester.

Buffalo

BREDENBERG BROS., 96 W. Market St.
 BUFFALO BUTTERINE Co., 171 Perry St.
 RAYMOND S. CLUM, 101 Columbia St.
 JACOB DOLD PACKING Co., 745 William St.
 THE FAIRMONT CREAMERY Co.
 GOLDSTEIN & LIPPMAN, 165 Scott.
 HICKMAN & COWARD, 150 Michigan Ave.
 F. W. JEHLE, 155 Washington Mkt.
 CHAS. E. ROESCH, 10 Broadway Mkt.

SATULOFF BROS., 145 Michigan St.
F. F. STONE, 98 W. Market St.
WALTER A. TUTTLE, 55-57 E. Market St.
J. M. WATTLES & SON, 152 Michigan St.
FRANK E. WATTLES & BRO.
WAX & SUGARMAN, 159 Michigan St.
WM. C. WILL, 163 Scott St.
WILL & ZAEFFEL, 59 E. Market St.

New York City

C. F. ADAMS & Co., 13 Harrison St.
ALBERT & GERBER, 315 Greenwich St.
E. S. ALPAUGH & Co., 18 Bloomfield St.
HARRY ATLAS, 360 Greenwich St.
ARMSTRONG & HESSE, 350 Greenwich St.
JUAN A. BABCOCK, 168 Duane St.
E. R. BALZER, 220 Greenwich St.
F. C. BARGER & Co., 158 Franklin St.
H. BEHRMAN & SONS, 366 Washington St.
BERMAN & BAEDCKER, Inc., 28 Thirteenth Ave.

NATHAN BLACKMAN, 362 Greenwich St.
DANIEL P. BOEHM, Inc., 331 Washington St.
JOHN H. BORGER & Co., 134 Reade St.
C. M. BRITTEN, 22 Harrison St.
GEO. G. BROWN, W. Washington Mkt.
S. S. BROWN Co., 43 Jay St.
BROWN & ROOT Co., 165 Reade St.
BRYAN DUVAL Co., Inc., 105 Hudson St.
C. T. BULLARD & Co., 171 Duane St.
BUTTS & MILLER Co., 325 Washington St.
CHELSEA LIVE POULTRY Co., 39 Loew Ave.
CHAS. COLLINS Co., 1 13th Ave.
COLONIAL BUTTER & EGG Co., Greenwich St.
GEORGE COOK, JR., 329 Washington St.
F. M. COUGHLAN & SON, 172 Duane St.
GEO. E. CUTLER, 331 Greenwich St.
ANDREW DAVEY, Inc., 5 E. 134th St.
CHARLES DEUTSCH, 319 Greenwich St.
DE WINTER & STEWART, Inc., 321 Washington St.

DROSTE & SNYDER, 177 Duane St.
DU MOND & FELTEN, Inc., 325 Washington St.

N. DURHAM & SONS, 313 Washington St.
LEWIS EBERT & SONS, 151 Reade St.
EGBERT & CASE, 11 Jay St.
W. W. ELZEA, Inc., 327 Washington St.
THE ENGEL Co., 123 Barclay St.
ENYARD & GODLEY, Inc., 171 Duane St.
FARMERS COMMISSION HOUSE, 27 Harrison St.

FICKEN, COFFIN & Co., 168 Duane St.
FITCH, CORNELL & Co., 16-18 Jay St.
SAMUEL FLECK & Co., Inc., 48 Bloomfield St.

JULIUS FLEISCHL, 514 Westchester Ave.
J. C. FORD & Co., Inc., 368 Greenwich St.
FOX RIVER BUTTER Co., 78 Hudson St.
I. FOX SONS, Inc., 194 Green Place, Brooklyn, N. Y.

SOL FRANKEL, W. Washington Mkt.
J. GEWIRTZ, 303 E. 4th St.
GOTTFRIED-MARSHALL Co., 142½ Reade St.
A. GROSSMANN & Co., 153 Reade St.
GUDE BROS., KIEFFER Co., 21 Jay St.
H. HAGEN & Co., 81 N. Moore St.
HANCE BROS. Co., W. Washington Mkt.
W. H. HENNEBERGER, Inc., 329 Greenwich St.

JOSEPH J. HEROLD, 17 Harrison St.
GEORGE F. HINRICHS, Inc., 341 Washington St.

WM. J. HINRICHS, 423 W. 14th St.
HODUPP EVANS COMPANY, Inc., 7 Harrison St.

WM. G. HOLLROCK, 359 Greenwich St.
AD. HONIGSBERG & Co., 300 Greenwich St.
CHAS. B. HOVEY, W. Washington Mkt.
JEWELL BROS., W. Washington Mkt.
JEWELL KOENIG & Co., W. Washington Mkt.
T. W. JOHNSON, 361 Washington St.
HUGO JOSEPHY & SONS, 448 West 14th St.
BENJ. KALMANSON, 310 Greenwich St.
KASSEL POULTRY Co., W. Washington Mkt.
J. J. KILCOYNE Co., Inc., 148 Reade St.
J. M. KLEIN, 329 Washington St.
KOSSAR & Co., W. Washington Mkt.
CHRISTIAN H. KOSTER, 863 Washington St.

KURTIN & KURTIN, 305 Greenwich St.
LAMBLBY & ALPAUGH, 18 Harrison St.
LASS & COHEN, 450 W. 14th St.
GUSTAV F. LAWRENCE, 6 Harrison St.
LEWIS MEARS Co., 127 Reade St.
FREDERICK F. LOWENFELS, 348 Greenwich St.
W. B. LUNN'S SONS, 304 Greenwich St.
W. H. MAPES, 137 Reade St.
THOS. J. MAY Co.

FRANK A. McGRAIL Co., Inc., 139 Reade St.
C. F. McGUIRE, 13 Harrison St.
A. E. McMULKIN, 201 Franklin St.
CHAS. P. MECABE & SON, 17 Jay St.
SAMUEL MIERFELD, 3 Harrison St.
J. W. MELONEY Co., Inc., 339 Greenwich St.
ALEX MERSEL, 191 Duane St.
MOTTUS BROS., W. Washington Market.
SAM NAGLE, W. Washington Market.
J. NARZISENFELD, 24-26 Harrison St.
J. NEUGEBORN & SONS, 19 Harrison St.
NEW YORK BUTTER PACKING Co., 171 Duane St.

JAS. N. NORRIS, W. Washington Mkt.
FRED D. OETJEN, 339 Washington St.
B. W. OTIS & Co., W. Washington Mkt.
A. PAUL, JR., & Co., West Washington Mkt.
WM. WALLIS PEARSON, 45 Grace St.
J. T. POND Co., 361 Washington St.
C. L. POOLE & Co., 15 Harrison St.
I. C. POPPER, 171 Duane St.
S. A. RAUSCH, 334 Greenwich St.
W. E. READ Co., Inc., 360 Washington St.
G. M. RITTENHOUSE & Co., 23 Jay St.
S. ROSENFELD Co., 197 Duane St.
HARRY ROSENSTEIN, Inc., W. Washington Market.

THOS. H. ROULSTON, 101 Ninth St., Brooklyn.
JOHN H. RUSCH, 188 Duane St.
SAAL BROTHERS, 181 Duane St.
CHESTER E. SAXTON Co., Inc., 11 Harrison St., N. Y. C.

JOHN SCHOLL & BRO., 147 Reade St.
C. SCHULTZ, Inc., 32 Jay St.
LOUIS J. SCHWAB, W. Washington Mkt.
NATHAN SCHWEITZER Co., 409 W. 14th St.
SECKEL & KIERNAN, 361 Greenwich St.
R. B. SHIMER & Co., 332 Washington St.
A. SILZ, 416 W. 14th St.
STEERS & MENKE, West Washington Mkt.
H. E. STOUT Co., 317 Washington St.
J. D. STOUT & Co., 19 Jay St.
JOSEPH SULTAN, 148 Reade St.
GEORGE TRACHTENBERG, 360 Greenwich St.
B. TITMAN Co., 94 N. Moore St.
CHAS. TRAUTMANN Co., 28 Division St., Jamaica, L. I.

TRELEASE & UNDERHILL, 333 Greenwich St.
W. HARRY ULLMAN & BRO., 216 Franklin St.

EDWARD M. VOSBURGH, 133 Reade St.
S. & W. WALDBAUM, 140 Reade St.
CHARLES WERNER, 35 Loew Ave.
SAMUEL WERNER, W. Washington Mkt.
WESTERN COMMISSION Co., West Washington Market.

D. W. WHITMORE & Co., 10 Harrison St.
WIESENFELD & OSHINSKY, 40 Harrison St., N. Y. C.

J. W. WILLIAMS, W. Washington Mkt.
HYMAN WITTNER, 318 Greenwich St.
WRIGHT & WINSOR, 12 Harrison St.
W. S. YEARICK & Co., 11 Harrison St.
ZENITH BUTTER & EGG Co., 170 Duane St.
ZIMMER & DUNKAK, 173 Duane St.

NEW ZEALAND

R. L. WOODHOUSE & Co., Ferry Bldgs., Auckland.

NORTH DAKOTA

BRIDGEMAN-RUSSELL Co., Grand Forks.
MANDAN CRY. & PRODUCE Co., Mandan.

OHIO

ATHENS POULTRY & PRODUCE Co., Athens.
BENNISDERFER Co., 31 E. Market St., Tiffin.
BYRON L. BOND, Edon.
THE BROWNELL SONS Co., 123 E. Spring St., Columbus.

O. I. CLEVINGER, 198 Prospect St., Marion.
COE BROTHERS, Albany.
ELMORE PRODUCE Co., Elmore.
FOSTORIA CREAMERY Co., 404 S. Union St., Fostoria.

CHAS. C. FROMFIELD, 1101 E. Main St., Van Wert.

THE GRAY & WHITE Co., Tiffin.
GREENFIELD PACKING Co., Greenfield.
GRIFFIS PRODUCE Co., Delphos.
W. T. HARRIS & SON, Kenton.
WM. HERTEL, JR., Van Wert.
HICKSVILLE PRODUCE Co., Hicksville.
H. B. HOLE, Greenville.
I. J. KISSELL, Columbus Grove.
H. LITTLE & SONS, 434 S. Fifth St., Upper Sandusky.

LUCAS PRODUCE Co., Leipsic.
W. M. McELROY, Manchester.
MALKIN CREAMERY Co., 224 W. Boardman St., Youngstown.

MILLER BROS. Co., Fremont.
J. E. PARKER Co., Eaton.
J. E. ROADS, N. West St., Hillsboro.
ROCK ISLAND BUTTER Co., Toledo.
HOMER C. SMITH, Centerbury.
STORER BROS. Co., Ada.
A. L. STOUT, West Mansfield.
WHITE MOUNTAIN CREAMERY Co., New Bremen.

Cincinnati

FRED H. BLOME, JR., c/o Blome-Dreifus Co., 4149 Forest Ave.

C. EBERLE SONS Co., Cor. 6th, Plum and George Sts.

FLATAW RILEY Co., 42 Walnut St.
GOYERT & VOGEL EGG & PTY. Co., 49 Walnut St.

B. L. HUMBERT, 21 Masonic Temple.
JOHN V. KISKER & Co., 11 Main St.
A. F. KOLB, 134 W. Court St.
LETT & Co., 48 Walnut St.
THE PETERS POULTRY Co., 104 W. Court St.
DAVID RINDSBERG & Co., 38 Walnut St.
SIMMONS & NORRIS, 3-9 W. Water St.
E. B. WRIGHT & SON, 19 Walnut St.

Cleveland

THE ARNOLD CREAMERY Co., 701 Woodland Ave.

THE BRANDT Co., Sheriff St. Market.
BROOKHART POULTRY Co., 754 Broadway.
THE BRUNDAGE Co., 606 Broadway.
THE CHAPMAN Co., 575 Broadway.
COTTAGE CREAMERY Co., 505 Woodland Ave.
G. O. DAVIS, 735 Central.

THE A. R. DUNCAN, JR., Co.
FISHER BROS. Co., 2323 Lakeside Ave.
LIBERTY POULTRY Co.

JOSEPH LICHTLE & Co., 676 Broadway.
W. H. MANN & Co., 653 Broadway.
D. MARTIN Co., 630 Broadway.
JOSEPH N. PIERSON, 822 Broadway.
E. H. PUTT & SON POULTRY Co., 2325 E. 4th St.

TELLING-BELLE VERNON Co., 7100 Clark Ave.

OKLAHOMA

H. BRADBURY, Shattuck.
FARMERS' PRODUCE Co., C. O. Smith, Mgr., Anadarko.

CHICKASHA HIDE & PRODUCE Co., 205 S. Second St., Chickasha, Okla.

CHOCTAW PRODUCE Co., Hugo.
J. M. PATTON, c/o Lawton Poultry Co., Lawton.

FARMERS' PRODUCE Co., Clinton, Okla.

GUTHRIE PRODUCE Co., Guthrie.
MADILL PRODUCE Co., Madill.

McCoy PRODUCE Co., Westville.
OKLAHOMA HIDE & PRODUCE Co., Altus.

W. D. WRIGHT PRODUCE Co., Oklahoma City.

OREGON

ESTES-DIXON Co., 105 Front St., Portland.
PACIFIC COOPERATIVE POULTRY PRODUCERS, Portland.

PENNSYLVANIA

THE W. M. BROWN BROKERAGE Co., 233 Jenkins Arcade, Pittsburgh.
 W. J. CRAIG, 1716 Penn Ave. Pittsburgh.
 EGERMANN COMMISSION Co., 2123 Penn Ave., Pittsburgh.
 FISHER BROS. Co., 1130 Franklin St., N. S., Pittsburgh, Pa.
 IRON CITY PRODUCE Co., Inc., 56-60 Twenty-first St., Pittsburgh.
 W. S. LEE & SON, 1300 7th Ave., Altoona.
 A. B. MARCUS, 48 Eighteenth St., Pittsburgh.
 P. G. MILLER & Co., 109 Anderson St., N. Side Pittsburgh.
 MCCANN & Co., 413 Market St., Pittsburgh.
 G. A. SAMUELS, 109 Water St., Pittsburgh.
 DAVID SPUNKS Co., Spruce and Franklin, Scranton.
 TAYLOR FOOD PRODUCTS Co., New Castle.
 TECH FOOD PRODUCTS Co., Wainwright Cold Storage, 3340 Liberty St., Pittsburgh.

Philadelphia

HAROLD R. AIKEN, 128 N. Delaware Ave.
 THE AMERICAN STORES Co., 412 Noble St.
 AETNA BUTTER Co., 204 Callowhill St.
 ALMAR STORES Co., 919 N. Front St.
 BEYER & Co., Inc., 205 Callowhill St.
 BICKEL & MILLER, 322 S. Front St.
 A. F. BICKLEY & SON, 520 N. Second St.
 BOSSLER & COMPANY, 7 S. Water St.
 R. A. BOWERS Co., 9-11 N. Water St.
 P. F. BROWN & Co., 43 S. Front St.
 S. WALTER BROWN, 33 S. Front St.
 H. L. BURTON, 7 S. Front St.
 CHABROW BROS., 24 S. Front St.
 CRAWFORD & LEHMAN, 31 S. Water St.
 SAMUEL S. DANIELS, Sec'y, Philadelphia Pro. Exch., Philadelphia, Pa.
 C. M. DRAKE & Co., 19 S. Water St.
 EDSON BROS., 110-112 Dock St.
 T. T. ELLIS & SON, 24-26 S. Water St.
 J. G. HALDEMAN & BRO., 2918 Market St.
 A. R. HEISEY, Second and Callowhill Sts.
 C. G. HEYD & Co., 25 S. Water St.
 JOHN J. HITSCHLER & SON, 1221 South St.
 JOHN JAMISON Co., 3 and 5 South Water St.
 BERTRAM L. KIMBALL, 19 S. Water St.
 JOHN J. McDONALD Co., 13 S. Water St.
 NATHAN L. MEDWEDEFF, 33 S. Front St.
 CHARLES J. MEIER, 10 N. Delaware Ave.
 J. M. MORRIS Co., 202 S. Second St.
 JOHN S. MORRIS & Co., 27 S. Water St.
 NICE & SCHREIBER Co., 11 S. Water St.
 PARSONS & BRO., 224 Callowhill St.
 GEO. RICE & Co., 409 New Market St.
 RISSEBROS. Co., 214 Callowhill St.
 J. K. SHULTZ & Co., 36 S. Water St.
 P. E. SHARPLESS Co., 813 N. 11th St.
 SHEAFFER & MARVEL, 106 N. Delaware Ave.
 W. M. SMITH Co., 14 S. Water St.
 E. S. STACKHOUSE & Co., 17 S. Water St.
 STEPHEN THURBER, 118 Water St.
 A. WACHS, 44 S. Water St.
 J. D. WEISS, 318 S. Front St.
 M. WILDSTEIN, 631 N. Second St.
 J. P. WILSON, 116 Dock St.

RHODE ISLAND

W. W. ALDRICH, Providence.
 COOPER & Sisson, Box 1176, Providence.
 ROY W. PIERCE, 215 Canal St., Providence.
 F. W. WHIPPLE & Co., 99 Canal St., Providence.

SOUTH DAKOTA

BROOKINGS PRODUCE Co., Brookings.
 W. H. BUCK & Co., Madison.
 CLARK CO-OPERATIVE CREAMERY Co., Clark.
 MITCHELL PRODUCE Co., Mitchell.
 SALEM PRODUCE Co., Salem.
 THOMAS & HOARD, Centerville.
 WENK BROS. Madison.
 WIST & SONS, Webster.

TENNESSEE

GEO. M. BROOKS, Martin.
 COLUMBIA PRODUCE Co., 146 2nd Ave., S., Nashville.

WM. B. FOSTER PROD. Co., Fayetteville.
 R. C. GILES, Fourth and First Nat. Bank Bldg., Nashville.
 T. G. IVIE & Co., Murfreesboro.
 MORRISTOWN PRODUCE & ICE Co., Morristown.
 NAIVE-SPILLERS Co., 905 Harrison St., Nashville.
 L. RAUCH & Co., 88 S. Front St., Memphis.
 CHAS. C. SULLIVAN, 58 N. Front St., Memphis.
 W. H. TOMPKINS & Co., First National Bank Bldg., Nashville.
 A. B. WINFORD, Lewisburg.

TEXAS

BEN ABLOD, Dallas.
 BASSEL BROTHERS, 5 Wall St., Belton.
 J. O. BOETTCHER, Weimar.
 A. J. COMMONS PRODUCE Co., McKinney.
 CRESCENT PRODUCE Co., 1006 W. Commerce St., San Antonio.
 EMERSON & OVERSTREET, Temple.
 G. P. FOSTER & Co., Denison, Texas.
 L. FRANK & Co., Waco.
 GIDDINGS PRODUCE Co., Giddings.
 A. A. HACKER & Co., Brenham.
 MAYHEW PRODUCE Co., Brady.
 MERCHANTS PRODUCE Co., 314 Mary St., Waco.
 MISTLETOE CREAMERIES, Fort Worth.
 NEW YORK BUYERS' ASSN., San Antonio.
 NOVEN PRODUCE Co., Hallettsville, Tex.
 THE PETER Co., 401 Washington Ave., Houston, Texas.
 WM. SCHMIDT, 315 E. First St., Fort Worth.
 STAHL BROS., Gonzales.
 TEXAS CREAMERY Co., Houston.
 A. B. WALKER & SON, Corsicana.
 H. F. WEHMEYER, 14 First St., Brenham.
 WHITE PRODUCE Co., Denison.

VIRGINIA

BEASLEY & BOON Co., P. O. Box 146, Roanoke.
 FRANK C. BRUMFIELD, Buchanan.
 CITY PRODUCE EXCHANGE, 56 W. Gay St., Harrisonburg.
 THOS. M. COMBITHS, Pulaski.
 CROCKER & BLUFORD, Box 117, Norfolk.
 CULPEPER PRODUCE Co., P. O. Box 72, Culpeper.
 R. M. EASTWOOD & Co., Norfolk.
 WM. F. GRAVINS & Co., 23 S. 13th St., Richmond.
 F. H. HOBBS Co., 77 Roanoke Ave., Norfolk.
 WADE MASTERS & Co., Lexington.
 SCOTT BUTTER Co., 60 Roanoke Ave., Norfolk.
 SIGOURNEY & FARDON, INC., Richmond.
 WRENN PRODUCE Co., Edinburg.

VERMONT

C. A. MENTZER, North Williston.

WISCONSIN

H. C. CHRISTIANS Co., Johnson Creek.
 DAVIS BROS. CHEESE Co., Plymouth.
 HAWLEY COMMISSION Co., La Crosse.
 J. B. LUDDEN, Bloomington.
 MAZO POULTRY & EGG Co., Mazomanie.
 MILLER-ROSE Co., La Crosse.
 S. MILLER COLD STORAGE Co., Marshfield.
 NORTHERN WIS. PRODUCE Co., Manitowoc.
 NORTHWESTERN EGG & POULTRY Co., Eau Claire.
 PAULY & PAULY CHEESE Co., Manitowoc.
 RIPON PRODUCE Co., 311 Main St., Ripon.
 C. A. STRAUBEL Co., 409 N. Washington St., Green Bay.
 SUPERIOR COMMISSION Co., 1705 Winter St., Superior.

Milwaukee

FIEBRANTZ & BENZ, 394 Fifth St.
 HASSMANN & MUELLER, 293 Third St.
 LAABS BROS. Co., 2001 Walnut St.
 GEO. C. MANSFIELD Co.
 MARTIN H. MEYER, 888 44th St.

AFFILIATED INTERESTS

ARKANSAS POULTRY & EGG DEALERS' ASSN., M. L. Price, Sec'y., Fayetteville, Ark.
 BOSTON FRUIT & PRODUCE EXCHANGE, Alton E. Briggs, Ex. Sec'y., Faneuil Hall Market, Boston, Mass.
 CANADIAN PROD. ASSN., James T. Madden, Secretary, 90 Colborne St., Toronto, Can.
 DETROIT BUTTER & EGG BOARD, John Huettelman, Sec'y., 2040 Howard St., Detroit, Mich.
 THE CHICAGO MERCANTILE EXCHANGE, S. Edward Davis, Ex. Sec'y., 136 W. Lake St., Chicago, Ill.
 FULTON MARKET WHOLESALE MEAT & COM. MERCHANTS' ASSN., 918 Fulton St., Chicago, Ill.
 ILLINOIS POULTRY & EGG SHIPPERS' ASSN., C. L. Hatfield, Sec'y.-Treas., Decatur, Ill.
 INDIANA EGG & POULTRY ASSN., Wm. Lock, Sec'y., Indianapolis, Ind.
 IOWA WHOLESALE EGG, BUTTER & POULTRY DEALERS ASSN., M. A. Hagensick, Sec'y., Des Moines, Iowa, P. O. Box 906.
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Statement of the ownership, management, circulation, etc., required by the Act of Congress of August 24, 1912, of The National Poultry, Butter & Egg Bulletin, published monthly at Chicago, Illinois, for October 1, 1922.

State of Illinois, } ss.
County of Cook, }

Before me, a Notary Public in and for the State and county aforesaid, personally appeared Harrison F. Jones, who, having been duly sworn according to law, deposes and says that he is the Editor and Executive Secretary of the National Poultry Butter & Egg Bulletin and that the following is, to the best of his knowledge and belief, a true statement of the ownership, management (and if a daily paper, the circulation), etc., of the aforesaid publication for the date shown in the above caption, required by the Act of August 24, 1912, embodied in section 443, Postal Laws and Regulations, printed on the reverse of this form, to-wit:

1. That the names and addresses of the publisher, editor, managing editor, and business managers are:

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2. That the owners are: (Give names and addresses of individual owners, or, if a corporation, give its name and the names and addresses of stockholders owning or holding 1 per cent or more of the total amount of stock.)

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5. That the average number of copies of each issue of this publication sold or distributed, through the mails or otherwise, to paid subscribers during the six months preceding the date shown above is..... (This information is required from daily publication only.)

HARRISON F. JONES,

(Editor, Publisher, Business Manager, or Owner.)

Sworn to and subscribed before me this 16th day of October, 1922

(SEAL)

ANTON O. LANDES, Notary Public.

(My commission expires April 26, 1926.)

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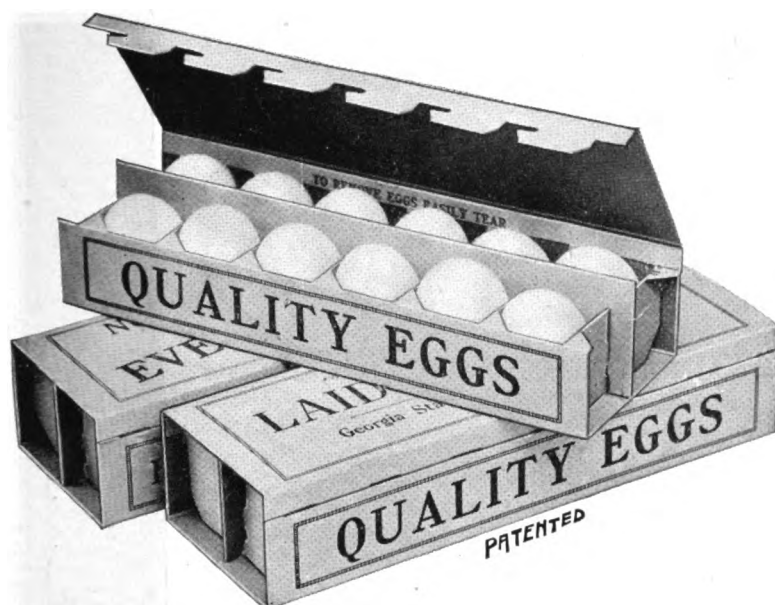
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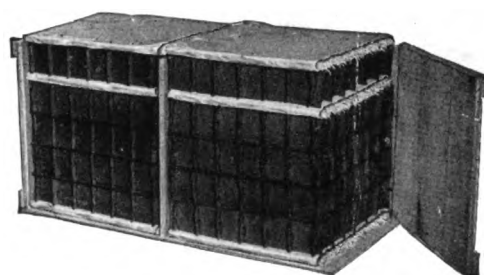
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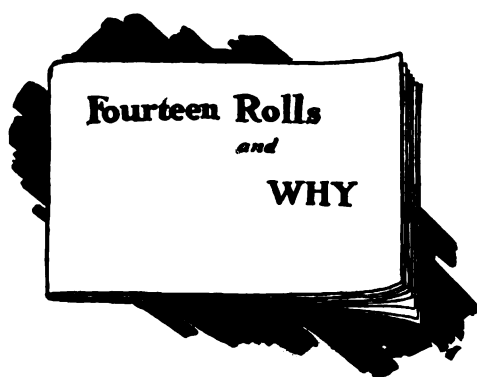
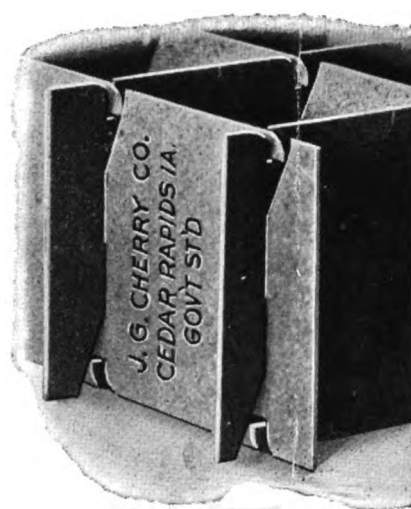
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The NATIONAL POULTRY · BUTTER · & · EGG · BULLETIN

DECEMBER

Volume 7



1922

Number 3



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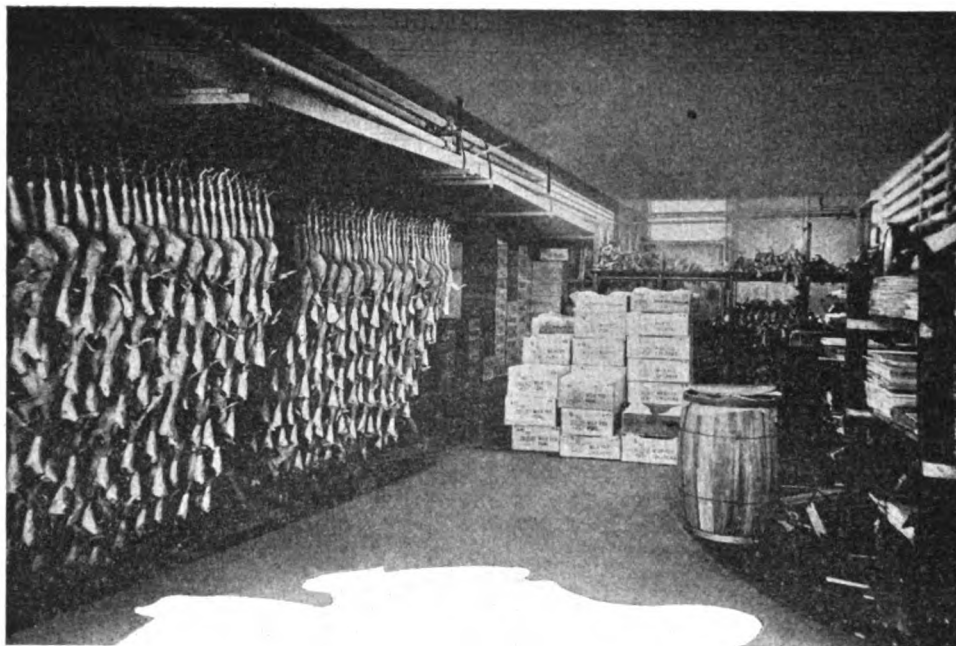
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The Buyer's Page



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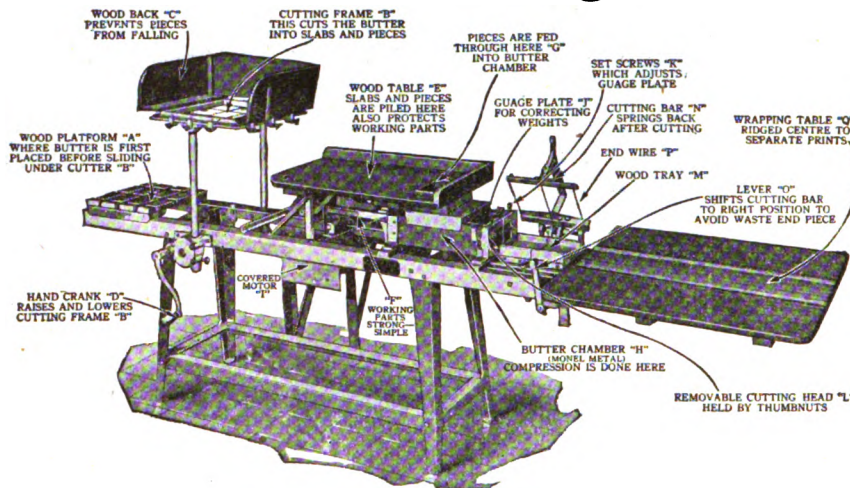
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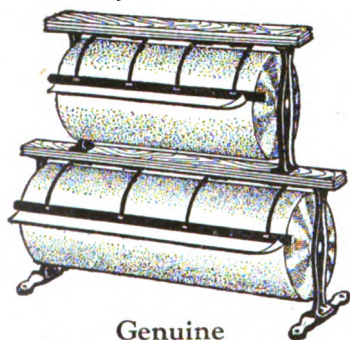
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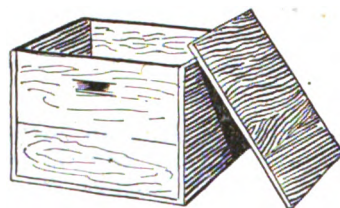
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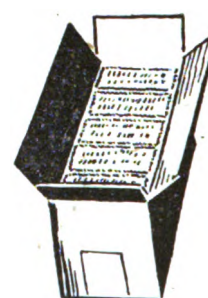
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Gentlemen—Please send us complete information and prices on

.....
Name
Address



Vol. 7

CHICAGO, ILL., DECEMBER, 1922

No. 3

**PRESIDENT PFEIFFER APPEALS FOR CO-OPERATION BETWEEN MEMBERS
AND THE ASSOCIATION**

To the Members of the National Poultry, Butter and Egg Association:

I take this opportunity to thank you for your expression of confidence in electing me to the presidency of our National Association. I assure you that I appreciate the honor and am also aware of the responsibility, as our Association now holds a prominent position and is recognized as one of the strong organizations of commerce.

This has been brought about through your co-operation and the faithful service of officers and committeemen of previous years and the untiring efforts of our executive secretary, Mr. Jones. Those who have been associated with him during executive meetings, will agree with me that his enthusiasm and willingness to take on ever-increasing responsibility, coupled with his ability to bring about recognition of our Association in important places, deserves appreciation.

By united effort a great deal can be accomplished, and therefore you can be of great help to your executive secretary hereafter, if you will respond to the questions he may put up to you from time to time through special bulletins; in this manner we will be able to know the opinions and desires of the members on the many questions that are always arising.

There is a great amount of work before us this year and if it is successfully handled, it should be of benefit to you as an individual, to the Association, and to the producers of our products. In the position of either shipper or receiver, we must not lose sight of the producers' interests and if we do our part we will have his co-operation and confidence.

We have realized this year that the demand for some of our products had to be increased to take care of the increased production. Anyone who has helped to increase consumption, either through advertising efforts or improved methods of distribution, has been of direct benefit to the producers and I feel that there is a big opportunity for us to do some real, effective work in the future that should be of benefit to the trade in general.

This then brings us to the educational department and I am convinced that some very effective work can be accomplished through methods that need some careful planning. Therefore if we can get the membership to realize that their opinions and advice are needed, we can have real co-operation.

I feel certain that this Association will continue to take forward steps and hold the position to which it is entitled.

Sincerely yours,

Henry Pfeiffer

Does Not Deviate From a Single Action in the Present System of Handling Eggs

No Trade
Objections



Locks the Filler
Both Ways

GOLDSMITH-STOCKWELL CO.

BUTTER, CHEESE, EGGS AND POULTRY

Also General Produce

26 & 27 So. Mskct St.
23 & 24 Chatham St.

BOSTON, 9 Nov. 22nd, 1922.

Cushion-Lock Pad Company,
208 No. Wells St.,
Chicago, Ill.

Gentlemen:

We have just had a car of eggs come in from the Northern Iowa Produce Company, and we notice that these eggs were packed with a pad different from anything we have ever seen before and it is our pleasure to write you that we think this pad is certainly a great and good thing. We also wish to congratulate you on the name you are using on this pad which is "Cushion Lock Pad".

In looking at the pad very carefully, we find this locks the filler so that the filler does not have a chance to move in the case, and this certainly is a great advantage over the old pad.

There is one other little thing I wish to call your attention to and that is a great many times when the eggs come through the cinders from the engine sift into the cases of eggs and then the eggs rattle on paste board and the top and bottom of eggs will be black, and of course this is not very pleasant when you are selling fresh eggs, and this pad obviates this trouble, but the main fact is that these eggs come through in first class shape. I do not know in my 25 years experience that I have taken out a car that came through as fine as this car, and you have something very valuable in this pad.

I should like very much indeed to have a few more trial shipments with this pad and if the eggs come through as nice as this car came through, I should be very glad indeed to use my best efforts to get every shipper I got to use these pads, as they certainly are a winner. I want you to keep in touch with me in regards to this matter.

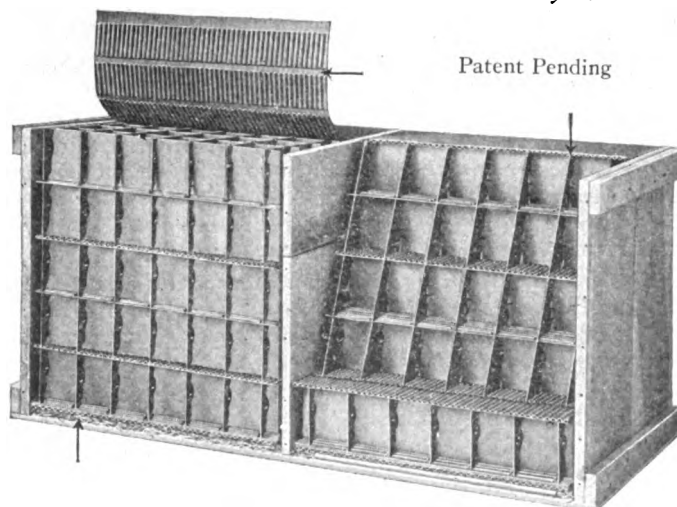
Of course you must realize we have always had packed for us during the months of April and May by people in Indiana, Illinois and Iowa in the neighborhood of 40,000 cases of eggs and if after one or more trial shipments with these cushion lock pads it proves out as in this car we had from the Northern Iowa Pro. Co., we shall be more than pleased to recommend and get our shippers to use this pad in packing our storage eggs.

We remain,

Very truly yours,

GOLDSMITH STOCKWELL COMPANY.

By H. Goldsmith.



CUSHIONED —
To protect eggs from
Vertical Shocks .

LOCKED —
To prevent Shifting
of Fillers in the Egg
Case

Write for Free Sample of Pads

CUSHION-LOCKED-PAD COMPANY

Room 303

CHICAGO, ILL.

208 N. Wells St.

The Relation of Agriculture to Business

Farmer Troubles Recited—Legislation Not Indicated —Co-Operation Sought

There is no disagreement among those who know the conditions which prevail on American farms. They seem to know only too well that the American farmer has been hard hit and that something must be done at once to relieve his distressful condition.

Many remedies have been offered, but the sanest seems to be that of co-operation.

Co-operation was the keynote of a conference held in Chicago on October 24th and the reasons assigned are disclosed in the addresses that were made on that occasion, and the resolutions which followed. The names of those who attended the conference appeared in the "Bulletin" for the month of November. The addresses follow:

Mr. Howard: Gentlemen: The American Farm Bureau is delighted to have you present today as its guests. Agriculture is always glad to entertain and know industry.

The object of this meeting is to get acquainted. It is a good thing to know your neighbor. Maybe you will like him. The probability is you will.

I have asked Mr. Alexander Legge, president of the International Harvester Company, to say a few words to you today regarding the present situation of agriculture and of industry. Mr. Legge:

Alexander Legge

Mr. Chairman, and Gentlemen: It would seem a little presumptuous on my part to talk to an assemblage like this of the importance of agriculture. You all come in contact with it more or less intimately, whether your business be that of banking or manufacturing, or railroading, or what-not. If I were to ask any one of you individually if you made a study of it and understand it, you would answer in the affirmative and believe you were telling the truth. You do know much about it and its relative importance to the other industries of this country. I suppose you all realize that agriculture is many times larger in size than the next industry of the nation, whether it is viewed from the standpoint of the capital invested, the number of people employed or the production. It is four times as great in value as the American railroads, which are the next largest industry.

Yet, notwithstanding all that, are we looking at it as an industry or, perhaps unconsciously, as a natural resource of the country—something in the same way as we look at a forest or a mine; something to be exploited if you choose, something out of which we may make a profit? I fear there is something of that kind in the mind of the average business man when he looks at agriculture.

Agriculture must be considered strictly as an industry. It is not a natural resource. The land is a natural resource, it is true and so is the forest and so is the mine; but it is of no use to humankind until it is utilized, and the problem of operating it successfully presents very nearly the same problems as any other business—the same question of efficient management and production and cost of marketing, upon whose solution it depends whether the resultant figures shall be in red ink or in black.

Now I shall not try to describe the present condition of the American farmer. Mr. Howard can do that much better, and I will subscribe in advance to anything that he may say on the subject, and say that he has not made it emphatic enough; and if he needs any further evidence to prove that farming is not now on a profitable basis I will refer to the "check book farmers" here to prove conclusively that he is right. There is ample evidence that farming cannot be done at a profit under present conditions—it is impossible.

In this connection I would like to speak of the recent Congressional inquiry on this subject made by what is known as the Congressional Joint Commission of Agricultural Inquiry. Chairman Sydney Anderson and his colleagues on this Commission did a real job; their report presents one of the most comprehensive and complete studies that has ever been made by any government agency of a problem of this kind in this

country. How many of you here have read it? There are a few, I see, who have read it. I cannot say I have read all of it, but I have read most of it. We as a nation are indebted to Chairman Anderson and his associates for their broad-minded and fair and unbiased presentation of the facts. They went into it thoroughly. The report is businesslike all the way through, and it marshals the facts in a very able manner. I recommend it to you if you need any further evidence beyond what Mr. Howard may give you as to the condition of the farmer today.

In that report the Commission sums up the situation as follows:

"The debacle of prices in 1920 and 1921 reduced the farmer to a condition worse than he has suffered under for thirty years. Prices of farm products are relatively far below the prices of other groups of commodities. The products the farmer has to sell will buy less of the products the farmer has to buy today than at any time in the last two decades. Farm indebtedness has doubled in the last ten years, and the drop in prices has the effect of again doubling this indebtedness. Farmers are having the greatest difficulty in paying the debts incurred in producing the crops of 1920 and in securing credit necessary for new production."

Now, what is the result? The census figures show that in 1920 there were 1,573,543 less people on the farms than ten years before, notwithstanding the large increase in population of the country during that period.

And that is not all! The drift away from the farms is going on today more rapidly than any time during the ten-year period covered by these figures. Farmers today, especially in Oklahoma, western Kansas, Montana and the western Dakotas, are leaving the farm in greater numbers than during the drought and grasshopper periods in those sections with which I was familiar as a boy. Why? They cannot come out even. It is not possible.

One day last August at Bismarck, North Dakota, I was talking to a branch manager and he told me of an incident that had happened the day before. A man came in and said he had succeeded in raising a crop of wheat but could not raise the money to pay for the binder twine to bind it; he had a binder but no twine. The thing seemed so incredible that the branch manager went out some distance in the country to take it up personally and found it to be absolutely true. The only income that man had had for eight months was the little cream check from a few cows, averaging about nine dollars a week, and he had a family of eight to feed. How could he keep them alive? You don't know and I don't know; but that was the actual condition.

Can you blame a man in such a situation if he abandons agriculture and moves to a shop where he can get wages perhaps of a dollar an hour for not doing very much—certainly not much as compared with what he has to do at home today?

That same sort of a thing is going on in many places with many men. Is that a good thing for the country? I do not think that question needs any discussion unless your thought be that the agriculturists of the future shall be reduced to a condition of serfdom such as we have seen in some countries in Europe and the effect of which is to be seen today in the only other agricultural country that is greater than ours, and that is Russia. Unless we are willing to look forward to such a situation in our own country in the future, this thing must stop—this thing of farming for such a meager return as the average American farmer receives today.

Perhaps some of you will say that this is the farmer's funeral, and will ask what have we to do about it. It should require no argument to show the interdependence of all the industries. This may be the farmer's funeral, but if it is, many of us will be on the mourner's bench.

Now, this is the question: What can we do about it?

First, we can have a better understanding of the problem and with a clearer understanding we will find some way of helping the farmers. The farmers' case is not an exception. I was reminding Mr. Forgan a moment ago of what happened one day in 1907 when he called the people in our office and told us that we could not have any money to meet the pay roll.

WE OFFER DRESSED POULTRY

"That's best by every test"

TWO PLANTS LOCATED IN THE HEART OF PRODUCE DISTRICT

Both plants served with connections for all railroads entering Chicago. On less than car load business, connections have been perfected with the Chicago Tunnel System to eliminate hauling by trucks.

CENTRAL COLD STORAGE COMPANY

KINZIE & DEARBORN STS.

CHICAGO

The Best Location in Chicago

D. P. KENNEDY, Manager

L. M. JOHNSON, Superintendant

There we were with a pay roll coming due in another day or two amounting to about \$300,000, and the bankers had shut off our money supply. That was the bankers' trouble, but it was not the bankers' problem alone. There will be no need for me to remind you how all industries, all business, made it their problem—how everybody co-operated in the use of clearing house certificates until the trouble was over.

Let me take a more recent illustration. Take the American railroads. For reasons which it is not necessary to discuss here, the roads got into a condition where they were unprofitable and could not expand, and could not provide facilities to handle the commerce of the nation. Was that situation regarded by the people outside of the railroads as the railroad man's funeral? Not at all. We all saw that it affected every one of us, and the remedy was brought about by the business men's associations and associations of commerce, and the farmers' organizations themselves, getting back of a movement to see that existing legislation was so modified that the railroads might have a chance to live and carry on. This was done in the interest of everybody—not in the interest alone of the stockholders of the railroads, but in the interest of us all.

Here today Mr. Howard makes an appeal for a better acquaintance of the business people with the agriculturists and with their distress. Is that the business of the farmers alone? Not at all. It is the business of every American citizen to see that something is done to help that condition and that brings us to the question—What can we do?

This being an economic problem, it must be solved largely from within. The farmer must solve it to a large extent. Whether he solves it successfully and how long it will take will depend a great deal upon the helpful co-operation that he gets from others. It is fundamentally a question of organization. Every banker in the room will tell us that the trouble with the farmer is that Europe cannot consume the surplus of farm products. I think the bankers will agree with me that it will take much time to cure that trouble, but that is not the only trouble.

The farmer in marketing his crop is dependent upon the law of supply and demand regardless of what it costs to produce; the price of what he has to buy is based on production costs. It is not my purpose to discuss the rights or wrongs of the labor organization which says that the workman's wage must be a dollar an hour or a dollar and ten cents an hour, or whether he may take his holiday on Wednesday and work on Sunday to get overtime, and other things that are being discussed today. The farmer is paying that bill, or paying his full share of it. In one of the recent labor controversies the statement was made that \$2,240 a year was a minimum living wage for labor, but the farmer has been living on 20 per cent of that or less, and with a family to support. How he has done it none can tell, because the living income is not there. I am speaking of the grain growing farmer. The stock man is in better shape, and the cotton growers are now in better shape.

The solution of this problem of the farmer's marketing must be better organization, and some sort of orderly marketing, for one thing. When I was a boy we stacked the grain on the farm and threshed it over a long period. That condition changed when improvements came in farming machinery; the grain was ready to be marketed in a very short time after it was cut, and the European buyer took the surplus when the price was low. He cannot do that now; he has not the money to buy our surplus grain. My guess is he will do it again, somehow, some way, but he is not going to buy it in bulk but in a sort of a hand-to-mouth way as he must have it. Consequently the crop must be carried, and that means organization.

Crops are being carried to some extent, but the farmers are complaining bitterly that they cannot get cars, though in consequence of this shortage of cars the grain price is working higher. This car shortage has resulted in one fellow getting all his crop moved and the other fellow does not get any moved, and that creates a real hardship on the producer. In this connection I think organization would be helpful; it could distribute a percentage of the other fellow's crop, marketing a percentage of it month by month.

You business men have had much experience in organization, and it is in things of this kind that you can help. Another thing you can do—you can see to it that this situation is more clearly understood by groups of business men elsewhere. If we want to get this agricultural situation cured this propaganda must be put out. In the railroad situation the railroads put out such a propaganda and spent, I believe, quite a sum of money on it, and it was carried along until the farmer knew a good deal about the problems of the railroads and when they understood it, why, the remedy was soon in sight.

You cannot cure this trouble, as I have said, through legislation. It is an economic trouble too deep to be reached by

making or unmaking laws, but it can be cured by organization, and it is in helping to bring about such an organization that you can be of assistance.

Some of you may say that we are doing all that. I beg your pardon, we are not. About three months ago I was appointed on an advisory committee of the U. S. Grain Growers. Among our recommendations was one that they should secure memberships on the grain exchanges in order that they might learn something about dealing in grain. I felt personally that the farmers were prejudiced somewhat against the exchanges, and the thing to do was to get together and get acquainted with the exchanges and help them work out the problem. Well, this farmers' organization agreed to comply with the rules of the exchanges and take such a membership, and I thought we had made some progress. But not at all. I am advised that their application for membership in the Chicago Board of Trade, at least, is to be denied. The great American farmer who furnishes the grain that has kept the exchanges alive all these years is to be denied a membership on the principal exchange; he is not good enough to join this holy sanctuary at the end of La Salle Street!

That is quite pathetic to me. I have not a doubt that the farmer will get a full measure of public sympathy and support later on, and when he does there will be somebody else asking for sympathy.

I am telling this to illustrate the fact that business today is not helping the farmer, notwithstanding the fact that perhaps everyone of you business men would say that it was, and think you were telling the truth, but that is not the fact as I see it.

We have with us here Mr. Julius Barnes, president of the United States Chamber of Commerce, and I would recommend to him to see if he cannot push this thing along a little more with the 1,400 chambers connected with his organization. I am sure that they can do quite a bit along that line.

Mr. Barnes: Mr. Howard summed up this situation when he said it was a question of getting acquainted and knowing each other's problems better. I am sure that acquaintance and knowledge will be helpful and successful in working out the farmer's problem. It is not going to be an easy thing. It is the biggest task of the kind ever undertaken because it is the biggest and most necessary industry in the country whose fate is at stake.

This is my earnest recommendation: That you do take hold of this question and furnish Mr. Howard and the American farming industry not only your sympathy but your support.

James R. Howard

The American Farm Bureau Federation is very gratified to have you as our guests today. We who are the farmers of the nation have been and still are in distress. We recognize that you have your problems to solve as well as we. Progress, however, is to be made and even our selfish interests advanced through co-operation and mutual understanding.

We have recently, through our Research Department, been making up a farmer's balance sheet for the nation. It is a difficult undertaking. Authorities differ somewhat in their figures and estimates. Statistics come in rather slowly. However, we have succeeded in getting reliable data for the year 1920 which is the latest accurate information available. The National Bureau of Economic Research is authority for the statement that the gross income of the farmers of America for 1920 was \$10,976,000,000. These are figures strived at after taking into account the duplication in estimates of the Department of Agriculture in not subtracting out of the farm crops the grains and other feeds which are fed on our own farms.

Having thus determined the gross income for the year we turn to the farmers outgo or expenditures, the four principal items of which are: 1. Purchase of manufactured commodities. 2. Freight. 3. Interest. 4. Taxes.

You, as manufacturers and merchants, are particularly interested in the farmer's buying power and you recognize the farm market as one of your vast resources. In order to determine the farmer's annual purchases we secured from the Department of Commerce their list of 138 industries reporting to them, which list comprises all the principal articles of domestic manufacturing and commerce. That list was checked by the best sources of information we could find. Each to whom it was submitted went through the entire list with a view of determining what percentage of each item on the list was sold direct to the farmer market, estimating that 30 per cent of the people of the nation live on the farms. It was checked by statisticians, economists, farmers, business men. It was submitted to housewives who have had experience both on the farm and in town and are thus well acquainted with family expenditures. From these estimates, in order to be entirely conservative, we took in every case the lowest percentages of


Pure Vegetable Parchment Paper Head Wrappers

10 cents per pound 60 cents per thousand

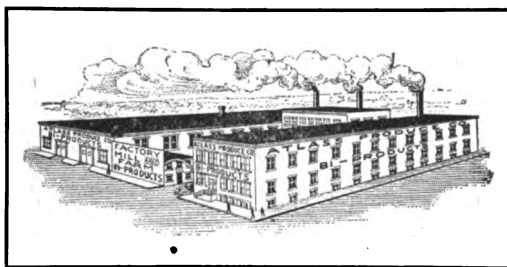
ATLASS PRODUCE CO.

LAFAYETTE, IND.

The Largest House of Com- bined Business In The U.S.A.

Packers of the Famous  Brands of Poultry and Eggs

Established 1880



Located on the
C.C.C. and St.L.
and
L.E. and W. Railways

\$50.00 Per Bale Saved

Pure Vegetable Parchment Paper (Mill ends) 10 cents per pound. Packed about 500 pounds per bale. Each bale contains numerous sheafs containing about twenty to one hundred sheets each. No holes or scrap. No piece smaller than a full sized sheet. Most sheafs are extra large. Lay a sheaf on the floor. Place an iron rod over same. Rip to proper sizes of boxes or packages. Plenty of sheets large enough for barrel liners.

Head Wrappers. Glazed buff color. Packed 13,800 sheets per package. Order now before stock is depleted.

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estimates presented. For example: here is the item of men's clothing. Some authorities estimated 40 per cent of the nation's clothing is of farm consumption—others 30 per cent—and still others as low as 20 per cent. My own experience is that I spent as much for clothing on the farm as in town. The 20 per cent was used and is certainly conservative. When we came to women's clothing we estimated that the farmer's wives consumed only 5 per cent of the total, allocating 95 per cent to urban consumption. Our estimates on boots and shoes indicate that the farmers buy as much as the city. It is my own personal experience that he buys more. On the item of shirts, of which there are \$210,000,000 manufactured in the United States, we estimate only 10 per cent went to the farmer. Of cotton goods 30 per cent, of worsted goods 10 per cent. On such bases as these the farmers of America purchase goods annually which, on wholesale market valuations, amount to \$7,018,000,000. The retail price would make the amount considerably more.

The next item is that of freight. Railroad authorities themselves agree that the farmer pays all the freight on his commodity from point of origin to place of manufacturing or processing. Indirectly he pays the freight on all the commodities which he purchases. That freight, however, is, in the main, included in the \$7,018,000,000. The direct freight or that which we pay on all outgoing products is estimated by the railroad authorities themselves to be not less than 20 per cent of the gross returns of the railroads. For the year 1920 on this basis the farmers direct freight bill amounted to \$1,103,000,000.

Some of you before me are bankers and are interested in credits and interest. The U. S. Bureau of Agricultural Economics in Bulletin 1047 estimates the total farm mortgage debt for the United States in 1920 at \$8,556,800,000. At the then prevailing rate on first mortgage loans, which was 7.23 per cent, the interest item on real estate loans without brokerage or commission amounted to \$618,656,640. The Joint Agricultural Inquiry Commission, on page 97, part 2, states our personal and collateral loans as of December 1, 1921, amount to \$3,879,891,000. The 1921 year book of agriculture estimates the average interest rates on these loans at 7.95 per cent, which means an interest account of \$307,656,334. If the second mortgage could be allocated, their higher interest rate charged and their commission added, we would find that the farmer of the nation pays out almost one billion dollars a year in interest.

This is somewhat beside the subject but it may be of interest to you to know that this combined real estate and personal credit of \$12,500,000,000 which the farmer has been granted is based on the total valuation of \$78,000,000,000, which includes real estate and improvements, live stock and equipment. Thus the farmers' capitalization is six times the amount of his credit demand. I think you bankers will agree that this is a pretty safe margin to work on. Compared with the capitalization of railroads and their mortgaged bonded indebtedness it certainly looks good. A margin of safety such as this should certainly entitle us to a lower rate of interest than we are securing.

The fourth item is that of taxes. How much taxes does the farmer pay annually. The Illinois Agricultural Association has made a very careful study of taxation for their state and have determined very accurately that on every \$100 of actual farm valuation the farmer pays 85c in taxes. Illinois is just about an average state so far as taxes are concerned. Taking it as an average and applying it to the total national farm valuations, we can ascertain with a fair degree of accuracy that the farmers' tax bill is \$663,000,000. This, of course, does not include income tax. That happens to be one thing the farmer is not personally concerned in. It seems ridiculous that some men will object to paying income tax. It seems to us that if we could only have an income we would be mighty glad to pay a tax.

We are now ready to strike a trial balance. From the gross income of \$10,976,000,000, let us subtract \$9,784,000,000, which is the total of the four above enumerated items, and we have a remainder of \$1,210,000,000 which is not accounted for. Let us divide this among the six and one-half million farm families in America. The quotient shows an average of \$183 per farm family. That \$183 must go for the education of the farmer's children, his contributions to his church, his doctor and hospital bills, the repair and upkeep of his buildings, for his recreation and sundry other things. I have not reduced the recreation to terms of golf balls or caddie fees. Whatever is left after these items are met, goes to swell the proportions of the family income account.

Now this condition would not be so bad if it were for one year only. But this is the third consecutive year that the farmer has faced this same situation. It cannot continue. It is an economic impossibility. We are just like the rest of you people. We must have cost of production and a decent living

over a series of years. If we do not get it we eat into our capital. We go out of business just as you do. That is exactly what is happening on entirely too many farms of the nation today.

I would like, in a moment's time, to impress upon you that American agriculture and American business are entering on a new epoch. We don't always recognize the milestones as we pass them but I think an important one has recently been passed.

I grew up in the state of Iowa and as a boy well remember the unbroken prairies of the central part of the state. I recall the families which settled there and the conditions of their coming and their going. Many are they who came into a community, stopped a little while and moved on. If one community was not entirely agreeable another one with a little different condition and with perhaps larger tracts of unimproved land beckoned just beyond. Agricultural development was of a roadhouse nature where the families came, stayed a little while and went on. American business has been built up largely on the same line of adventure and with the same spirit of pioneering. Banks, and factories and stores have been started without regard to economic need or proper survey of the field. Not so any more. Railroads have too often been built from motives of exploitation and on a will-of-the-wisp basis rather than laid out to meet economic needs. I am not criticising the motives of this era of pioneer development, but I do insist that with the passing of the last of our public domain into the hands of the settlers a milestone was passed and a new era not only for agriculture but for business as well began. This new era is to be an era of conservation of energies and resources. The farmer who now goes into a new locality studies that locality carefully. He finds out what the schools and churches are like, what sort of a town he is to trade at and what kind of transportation service he can depend upon for the shipping of his products. A banker or a merchant carefully surveys and blueprints any new field into which he is about to embark. The age of pioneer development has changed into an epoch of permanent development.

Now in the earliest days of which I have just spoken it did not make so much difference whether men understood one another's problems or not or whether they agreed with the viewpoint of their neighbor. If there was not room for all in that community there was room somewhere else. But that time has gone and the time has come when we must look to the future. The present economic condition of the farmer is bad. It must be remedied. But it is just as important, even more important, that we look ahead and chart our courses so far as possible that similar periods of distress may be avoided. This can only be achieved through a co-operation and a thorough understanding on the part of each of us of the other's business.

As an example, let me refer briefly to one industry in which an understanding has been helpfully reached. I refer to the packing industry. I believe that the packers present will not contradict the statement that for many years we farmers felt that the packers were gouging us and there was at times a feeling of bitterness between us and them. For years there was legislation before Congress and a seesaw back and forth, each fighting the other and all without realization that in the final analysis the interest of one was the interest of the other. Finally the packers and producers began to get together and talk over their relationships. Perhaps we do not yet fully understand one another but at least the bitterness and resentment of the past has rather gone. I do not recall having heard any farmer within the past year or two seriously criticise the meat industry or assert that the packer is responsible for depressed prices. On the other hand, I have heard some farmers say very nice things about some of our friends who are present here. This indicated progress at least. The spirit of co-operation and understanding must be developed not only between the farmer and packer and merchant, but between the manufacturer, the railroad, the banker, the farmer and us all together. None of us gain by tearing down the other fellow's house.

There is one thing that I want to say to you business men. It is this. You are more selfishly dependent upon the farmers of this nation than your trade sheets indicate. You are interested in property and property rights. Many of you are guardians of the property of others. Our nation is a democracy. All our rights and privileges are by will of the majority. Your property is safe and your prosperity has been vouchsafed to you because the majority spirit of democracy has safeguarded you. But, we are living in changing times and changing conditions. I am not an alarmist but am asking you candidly whether you would rather trust your interests today to the man on the street who is perchance not a property owner or would you rather trust your interests to the judge

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Ful-O-Pep Fattening Feed is a new and improved formula that will absorb just the right amount of milk to produce the most rapid gains. This feed will produce the best bleach and highest quality of flesh.

The high Oatmeal content insures the best appetite and digestion for broilers, fryers and roasters and produces that firm white fat and flesh that is so desirable on fowls.

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The Quaker Oats Company

Poultry Feed Dept. N. P. B.

Address, Chicago, U. S. A.

The QUAKER OATS COMPANY, Poultry Service
Dept. 000, Address, Chicago, Ill.

Send me complete particulars and quantity prices on
FUL-O-PEP FATTENING FEED.

NAME

TOWN

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Fill Out
and Mail
Coupon



ment of six and one-half million farmers with property rights similar to yours and who, because of their interest in their own property, are also helpful guardians of rights.

We speak of the deplorable increase in agricultural tenantry. It is regrettable and is growing entirely too fast. But the farm tenant is very much more desirable than the town tenant because the farm tenant has a vested property right in his crop, his livestock, his equipment, while the town tenant has none of these things.

So, your success and safety, as business men, depend in a very much larger measure than you may have thought upon the prosperity and permanency of the six and one-half million farmers out on the farms of this country. We, as farmers, invite you to co-operate with us, not in any selfish measures but for a common good. We would all benefit were it possible for the day of blocs and cliques to give way to a day of co-operation and mutual understanding. The farmer does not ask for special privileges or undue favors. He merely demands fair consideration as an economic national factor.

John Puelicher

Mr. Chairman, and Gentlemen: The fact of the matter is, that I am not always ready to talk and I am not ready now.

I would like to say this: That the American Bankers' Association adopted an agricultural symposium at its Executive Council Meeting last spring, and they invited Mr. Howard to be present. He gave in his address before that symposium the slogan he gave you today "Get acquainted with your neighbor, you may like him." I made it a point to get acquainted with Mr. Howard and I do like him, and I am here today for the purpose of revamping the Agricultural Commission of the American Bankers' Association and meeting with Mr. Howard for the purpose of endeavoring to learn from him how further the American Bankers' Association can be of service to the American farmer. We like the American farmer.

Julius H. Barnes

I conceive it to be a great public service on the part of Mr. Howard if, with this commencement today, he succeeds in getting a better working understanding between Agriculture and other branches of industry. If he can advance the day when Agriculture will consult with men of other experience and of the ability which leadership in other industry implies, and when Agriculture will listen also with some confidence in the sincerity of what those men have to say, he will greatly advance the day when Agriculture will prosper on a solid foundation. Large evils require large-scale remedies and often long and careful treatment, and the disadvantage under which Agriculture may suffer can not be eliminated in a day, or a month, or by passage of legislation alone, but by the study and application of fundamental economic law to that industry.

So far from drawing a picture of agricultural decadence from the figures of 1,500,000 less people engaged in agriculture, as quoted by Mr. Legge, I reach an entirely different conclusion. For instance when we find that industry able to dispense with some employees and thus reduce their pay-roll expense, and still evidence the same service performed, and with no lessening of production, we normally consider that an evidence of efficient management. The 1,500,000 less people employed in agriculture certainly are not in idleness, but have been absorbed into other productive industry; while agricultural production itself, measured by any standard—aggregate production, export surplus after feeding an enlarged domestic population, production per capita, or production per acre, all have increased progressively, with a lesser wage roll of dependents. For instance, picture the day when a farmer employed a teamster to haul his grain to market, on a dirt road with a team and wagon. He made, with good luck, two trips a day, with about fifty bushels to the trip, and he made it regardless of the pressure of other farm work, when the roads were dry, for fear with rain they would become impassable.

Today, an employee of a higher grade of intelligence drives a motor truck on a hard surfaced road, regardless of the weather, with one hundred bushels to the load, and makes six or eight trips in the same day.

Moreover, the telephone gives the farmer information for formation of his own judgment as to proper time for marketing, which he formerly lacked, while the hard surfaced road moves his product quickly, at a favorable marketing time.

This typifies why Agriculture is maintaining its production, with fewer men, and releasing other men into other industries.

In the last twenty years there have been four major new industries come into play: the motion picture, the automobile, the electrical, and the chemical. Probably twenty million people are dependent on those industries today, for their liveli-

hood and opportunity, yet twenty years ago they were non-existent. These industries add immensely to the general comforts and conveniences of living, and they typify the service which agriculture has performed in caring for a population that has increased forty per cent in twenty years, while enterprising agriculture, using time and labor-saving devices, the separator, the mower, the thrasher, the gasoline pump, and the automobile, has carried its burden of production without expanding its drain on man power.

I mention the need of long-range remedies, planned with careful study and vision of deferred results. The transportation condition which agriculture suffers from today, is a direct reflection of over rigid regulation, inspired largely by the farmer. There was little conception of the proper relation of Agriculture to Railroad Service, but much effort aimed at a reduction of railroad rates, by every power of regulation. This was the only general conception of service which transportation meant to them. Today, the result of that over-rigid regulation is that the operating capacity of the railroad has failed to expand, because it had neither earnings to reinvest nor credit assured by earnings. We are suffering today from inadequate facilities, as a direct result, and felt most keenly today on the western farm.

The foreign price of wheat has, in six weeks, advanced thirty cents per bushel, but not more than ten cents per bushel on the western farm. The foreign price of corn has advanced twenty cents, but the farm price has not fully followed, because the normally instant reflection of foreign price to western farm has been impossible, where transportation was unable to make the normally ready shipment and delivery. The railroad rate for service east of the Great Lakes to the Atlantic Seaboard is nine cents per bushel; yet, with actual movement impossible on that theoretical tariff rate, the grain has pressed for some route of actual movement, until, for water shipment from Buffalo to Montreal, seventeen cents per bushel has been recently paid. The opening of the St. Lawrence seaway would carry grain from Buffalo to Montreal for not over two cents per bushel, by an extension of the lake carrier's trip beyond Buffalo, or by the introduction of the ocean carrier into the Great Lakes ports.

It needs a broad and enlightened view of economic law to plan these remedies far in advance, and not be continually trying to remedy evils after they develop. If Mr. Howard can succeed in enlisting the interest and the aid of business men in Agriculture and succeed in establishing in Agriculture an attitude of co-operation and confidence in which business judgment may render more effective service, he will have done the greatest single service to Agriculture that I can conceive.

Thomas E. Wilson

I think the difficulties of the situation have been pretty well outlined. I think that Mr. Legge has very clearly given us a view of the present day situation of agriculture, and Mr. Barnes likewise. I do not think Mr. Howard feels that there is any magic cure for the difficulty. I think Mr. Howard recognizes that there are shortcomings amongst the agricultural people of the country. There are many things to overcome, and a great work has been done by the Farm Bureau association of which Mr. Howard is the head, and great work is being done by many other agricultural societies in the country including the associations of producers, and the different state agricultural associations. There is no magic cure, and nobody expects any such. I think that Mr. Howard is entitled to and will get the support of the gathering here and that we will do what he has asked us to do, and with that end in view I would like if I may be permitted to offer just a few short resolutions which may cover the situation.

Resolutions

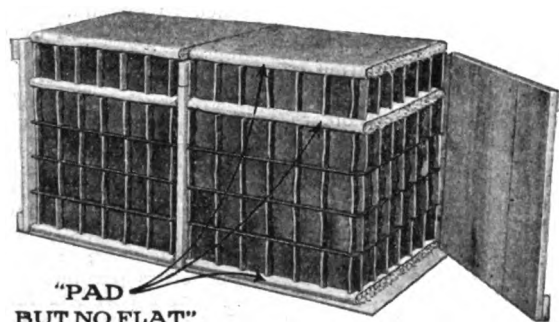
WHEREAS, the conditions that have prevailed in the agricultural industry for the last two years and still continue have produced among farmers of the United States a financial distress which has been and must be still further communicated to all industry and commerce; and

WHEREAS, the remedy for these conditions is rather economic than legislative and should be the concern of all the country's business institutions, therefore, be it

RESOLVED, that we, as business men, shall use our best efforts so to present the facts concerning the agricultural situation to the business, transportation and banking interests of the country as to enlist their co-operation with farmers' organizations and other agencies in their efforts to correct these conditions; and be it further

RESOLVED, that it is the sense of this meeting that as one means to this end, the addresses delivered today by Messrs.

Why Not Profit —from the Experience of Others?



During the past season, claims for damage to eggs in transit, were reduced to a minimum heretofore thought impossible.

No single factor contributed more to this result than the **Improved Excelsior Egg Case Pads**

Use New Standard Cases, New Standard Honeycomb Fillers and Six **Improved Excelsior Pads** placed as shown in cut. This method of packing is approved and recommended by the carriers.

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Howard and Legge should be printed and given wide circulation; and be it further

RESOLVED, that a committee of five, with power to act, be appointed to present to the United States Chamber of Commerce, the Commercial Clubs, the National trade organizations, Rotary and Kiwanis clubs, Railway Executives' Committee and banking institutions the facts in this situation and to urge that they acquaint their memberships with these facts and with the acute necessity of their co-operation for the establishment of agriculture on a basis of sound prosperity.

In accordance with this resolution, Mr. Howard appointed the following committee: Thomas E. Wilson, chairman; George M. Reynolds; W. B. Storey; John W. Scott, and W. H. Manss.

DO YOU KNOW

- That the value of all farms and farm property in the United States is.....\$77,924,100,336?
- That the capital invested in manufacturing industries is 44,569,593,771?
- That the Interstate Commerce Commission valuation of all railroads is..... 18,900,000,000?
- That the total capital, surplus and undivided profits of all banks in the United States is.. 6,534,949,924?
- That the capital invested in all coal mining is.. 2,343,935,332?
- That the value of farms and farm property is more than all the capital invested in other industries, and in railroads, banks and coal mining?
- That the farmers' purchasing needs are \$7,018,000,000 per annum?
- That the farmers pay \$1,103,000,000 of the gross revenue of the railroads?
- That the farmers pay about \$1,000,000,000 per annum in interest on mortgages and bank loans?
- That the farmers pay about \$663,000,000 per annum in state, county and township taxes?
- That farmers pay about \$87,000,000 per annum for life insurance?
- That after paying these sums the farmer on the average has less than \$183 to pay doctor bills, educate his children, etc.?
- That the 121,000 industries dependent on the farmer for materials are capitalized for \$13,436,478,958 and that the factory value of their products is \$27,560,583,389?
- That these industries employ 3,074,798 people and pay an annual wage of \$3,091,157,771?
- That 26 per cent of the people in the United States in gainful occupations are working on the farms?
- That the farmers, though constituting over 31 per cent of the population receive only 15 per cent of the national income?
- That agricultural products constitute over 50 per cent of our annual exports?
- That with the increasing demands for food and raw materials of manufacture, the conservation of agriculture is a matter of national concern?

Personal Mention

Frank G. Heilman, Secretary of National Poultry, Butter & Egg Association, met with a painful accident on November 22nd when he was struck above the heart by a wagon shaft. While he was knocked unconscious for a short while, he managed to attend to his duties for the remainder of the day, and continued to be active, showing no ill effects.

G. B. Shawhan, well known in the produce trade, is now associated with Bowman & Company of Chicago, where he will devote his time to trading in eggs.

S. Miller of the S. Miller Cold Storage Co., of Marshfield, Wisconsin, spent a few days in Chicago during November. Mr. Miller stated that the egg holdings from his storage had been moving out at a fairly good clip.

R. Shotwell of the Shotwell Co., Des Moines, Iowa, was in Chicago during November and watched the doings on the Chicago Mercantile Exchange. Mr. Shotwell stated that the supply of fresh eggs from his territory was only fair.

ILLINOIS

J. C. Begg of Mt. Vernon Honored



J. C. Begg

J. C. Begg of Mt. Vernon, Illinois, who is connected with the Chas. Collins Company, live poultry dealers of New York, was honored by being elected Grand Master of the First Veil, at the Annual Convocation of the Grand Lodge Royal Arch Chapter of Illinois, which was held in Chicago early in November.

The honor bestowed upon him places him in a position that may eventually lead to the highest order of the state.

Mr. Begg is well known to the produce trade and can be congratulated in reaching so high an office.

Willow Springs at Chicago

L. N. Moore, representing the Willow Springs Creamery Co. of Willow Springs, Missouri, was a caller at the Executive Offices on November 29th. Mr. Moore reports that his creamery during the season has done a volume business, the bulk of which goes to New Orleans and Memphis; that in the flush of the season it ships about fifty cars to Boston and New York, and stores considerable quantities in St. Louis and Memphis. The output is about two and a half million pounds per year.

Concerning high express rates, Mr. Moore states that when reasonable rates were in effect the creamery did a large amount of business at Little Rock, Texarkana, Helena and Alexandria, in which cities they enjoyed good business. The present high rates, however, have destroyed all of this business, and those markets have now been cut out, and the creamery does absolutely no business with them.

Mr. Moore will remain in Chicago for a few days.

THE ELEVENTH ANNUAL CONVENTION OF THE CANADIAN PRODUCE ASSOCIATION

To Be Held at Toronto on January 8th-9th

The Canadian Produce Association will hold its Eleventh Annual Convention at the King Edward Hotel, at Toronto, on the 8th and 9th of January.

Plans are now being made to make this meeting a successful one, both from a business and social standpoint. Conventionites are requested to bring the ladies, as special attractions will be had for their benefit.

Secretary James T. Madden is endeavoring to secure a special round-trip fare from the railroads for those who will attend, and in the event he is successful in obtaining these reduced rates, mention of this fact will be made at some future date, through the trades journals.

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CHICAGO

How Dairy Legislation is Accomplished

BY

Hon. Gilbert N. Haugen (Iowa), Chairman, Committee on Agriculture,
House of Representatives, U. S. A.



Hon. Gilbert N. Haugen

I need not say that it affords me much pleasure to be with you on this occasion, to discuss with you the subject "How Dairy Legislation is Accomplished," in which the membership of your association and similar associations have had so much to do in the making. Not only that, but your accomplishment in building up the dairy and butter industry—the industry most essential in conserving and

building up our basic industry, Agriculture.

How dairy legislation has been accomplished is well known to many of us. It has been a long drawn-out fight. Many of us have been in it for more than a quarter of a century. I believe I can safely say that the filled cheese, oleomargarine, and filled milk bills have been among the most intensely and bitterly contested measures ever passed by Congress. They have been made the subject of ridicule and scorn. Inestimable methods have been resorted to in defeating it. The laws have been openly and flagrantly violated. The counterfeiters have even gone so far as to encourage the violation of the law by creating a defense fund to be used in defending the offenders in the courts.

I recall the interest manifested and the valuable assistance rendered by your association, the dairy and agricultural journals; yes, the press in general, and all the people back of the legislation, in shaping and passing the filled cheese, oleomargarine and filled milk bills—to protect the industry. I do not hesitate to say that had it not been for the services rendered by you, your associates and all friendly to the legislation, especially your representatives working night and day, none of the bills could have been passed. The answer is, the untiring energy of you and your representatives, the press, and others in co-operation with legislators devoted to the cause, made the legislation possible. Indeed, much credit is due you.

It has been suggested that I particularly pay my respects to oleo. I first met him in the Legislature, some thirty years ago. He was then introduced to me by the name of "Oleomargarine." Later I met him in Congress, some twenty-three years ago. He was then introduced by the name of "Oleo." Since then I have come in frequent contact with him, often called by the name "Margarine," by which it is suggested that he be now named. Many of you have seen the tentative regulations recently sent out by the Internal Revenue Bureau to the trade which specifically declare that the words "butter," "butterine," "nutbutter,"

"creamery," "dairy," or "margarine" is prohibited on the original package of oleomargarine; and also make it clear who, and who may not, color oleomargarine without paying the stamp tax of 10 cents a pound; and also propose to prohibit the manufacturer from enclosing beans or capsules of coloring in the original package or prints of oleomargarine. We are not only concerned about the name but we are more concerned about the color it travels under, and especially that it is sold upon its own merits so that it stands on its own pegs. I feel about this as Mike who married Maggie, a woman, judging from her appearance, beautiful and perfect in form. Mike was soon disappointed but stood it until she wanted him to call her Margarite instead of Maggie. He finally resolved that he would lay down the law and have a clear understanding for all times to come. When he broke forth he said something like this: "The morning I took you by the hand and walked to the altar with you, you answered to the name 'Maggie.' I believed you to be a beautiful woman, perfect in form and standing upon your own pegs. You know that you have disappointed me. You know that I have already paid for two artificial limbs and I know not how much powder and paint, but I am willing that the past shall be forgotten and you are forgiven for deceiving me but—by gorry—you shall be Maggie to me and nothing else, and you shall have no more artificial limbs nor powder nor paint. From now on you shall stand upon your own pegs and appear in your natural color and form." So with oleomargarine—it shall be oleomargarine to us and nothing else. We insist hereafter it shall stand upon its own pegs, its own merits, sold for what it really is, not as butter but by its own name and labeled as such, and cease to masquerade under false colors. If so we will have no quarrel with it, but we shall always contend that under no circumstances shall substitutes for butter be permitted to be sold as butter. We contend that the substitution of oleo oil for butter fat is as unjust counterfeiting as substituting copper for gold dollars. Yes, it goes further. The passing of a copper piece for a ten dollar gold piece robs the victim of ten dollars. The substitution of 100 pounds of oleomargarine for 100 pounds of butter, and the passing of the counterfeit as butter, at butter prices, when the difference in the cost of the two is 10 cents a pound, not only robs the victim of ten dollars but, if given to an infant or invalid, it may rob him of his child or other member of his family. So the manufacture and sale of oleomargarine as butter is not simply robbing the victim of the difference in value of butter fat and oleo oil but of health and longevity as well.

We have had much legislation on this subject. Thirty-two states with fifty million population enacted laws prohibiting the sale of oleomargarine. Yet, according to the report of Secretary Gage, then Secretary of the Treasury, 5,492 dealers were engaged in selling the counterfeit in violation of state laws. They sold 62,825,582 pounds of yellow oleomargarine made in semblance of butter in the thirty-two states in 1889, while 1,501 dealers sold 16,860,141 pounds in the re-

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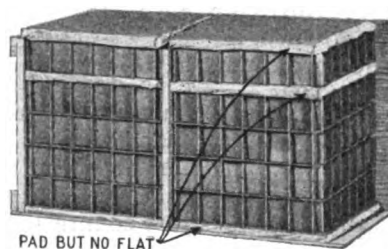
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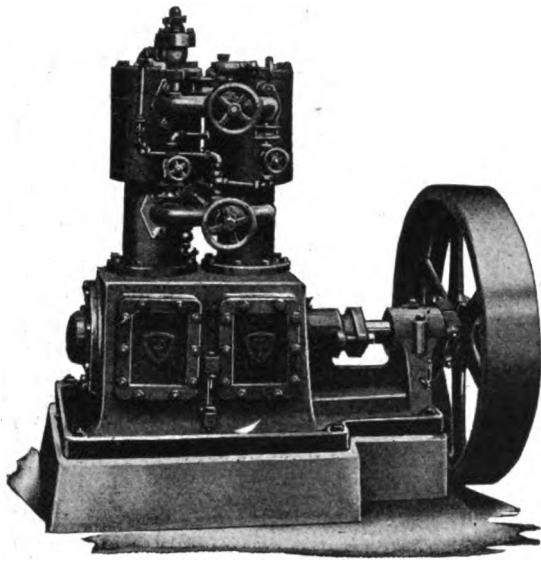
mainder of the country. Iowa had a drastic law absolutely prohibiting the coloring in imitation of butter. Nevertheless, as shown in the report, three dealers sold 79,927 pounds of yellow oleomargarine in Iowa, every pound in violation of the law, every pound thus sold displaced a pound of butter and robbed the dairy producer of his legitimate market. B. P. Norton, who was then Dairy Commissioner of Iowa, stated in a letter to me: "I have no doubt but that we are injured \$2,500,000 every year for the benefit of the oleomargarine producers, and the consumers are not at all benefited." It is unnecessary to say that the State laws proved inadequate and that Federal legislation was necessary.

As you know, the Federal law enacted, taxes the counterfeit oleomargarine 10 cents a pound, it taxes the substitute the nominal sum of a quarter cent per pound when sold in its natural color. In other words, oleo, when sold for what it is, is taxed only one quarter of a cent which brings it under Federal control through the taxing power. Though the Act has not accomplished all that was desired, it has resulted in less fraud and deception. Undoubtedly, it can be improved upon and at the opportune time an effort will be made to reinforce existing laws. That can only be done by the dairy and creamery people getting together and back up the legislation desired, as was done recently in defeating the Underwood Oleomargarine Bill detrimental to the dairy industry. In the opinion of those who have given the matter consideration, the only effective way of dealing with oleo is to tax the colored imitation of butter, the counterfeit, a sum equal to the difference in cost of the two articles and thus remove the incentive for the fraud; or to prohibit its coloring in semblance of butter; or to prohibit the mixing of it with milk, cream or butter. Everybody knows, oleomargarine without milk, cream or butter mixed with it, is largely grease, much of it, cheap grease at that, mixed with cotton-seed oil and a number of other ingredients, it would then have no standing; hence, if compelled to stand entirely upon its own merits, it would be put out of business which, in the opinion of many, would be going too far. Objection has been made to taxing the counterfeit the 10 cent tax. To overcome the objection the bill which was finally agreed upon by the dairy people, and introduced by me in 1912, provided for a flat tax of one cent per pound, a strip revenue stamp, and certain marks and wrappers. It made it subject to the laws of the States and Territories in which it was distributed, and prescribed the color standard beyond which oleo could not go. A better way may be found to stamp out the fraud and deception. When the opportune time comes we should put our shoulders to the wheel with a view of enacting a law that will bring about the results desired to insure honest dealing—nothing more, nothing less. But laws are not sufficient. That has been fully demonstrated under the State and Federal laws. The all important part is the enforcement of our laws. So much for that counterfeit.

In recent years another counterfeit has sprung up menacing the dairy industry, namely, filled milk. Questions are asked: From what, and how, is it made? To what extent is it sold, and is it sold as the genuine article, milk? Is it harmful or deleterious to health? The process of making it is simply to extract the butter fat from the milk, selling at prices ranging as high as 70c a pound, and substituting for the butter fat cocoanut oil which can usually be bought at 9 to 12 cents a pound. In other words, taking the butter

fat out of the milk and selling it, mixing the skimmed milk with cocoanut oil, extracting the moisture and selling it, generally, at evaporated milk price. The profit, of course, is the difference in the selling price of the butter fat and the cost of the cocoanut oil—a profit ranging from 20 to 60 cents a pound. According to the figures furnished by the Bureau of Markets the business had a net increase of fifty-one million pounds from 1917 to 1920, or about 275%. The Hebe Company, one of the companies manufacturing filled milk, has about twenty-two plants scattered from the Atlantic to the Pacific. One of the members of my committee inquired at a large number of stores in Washington to find out the price of Hebe filled milk, and, almost without exception, the prices were the same as that of evaporated whole milk. Dr. Larson, Chief of the Dairy Division, Department of Agriculture, stated at our hearings: "Week before last the 156 stores sold the real product for 9 cents for the large cans and the filled milk for 10 cents." Is filled milk as wholesome an article as evaporated milk? No. Dr. E. V. McCullom, of the School of Hygiene and Public Health, John Hopkins University, who during the last fifteen years has confined his efforts solely to the study of nutrition problems and is generally recognized as the greatest authority on the subject, appeared before my committee when the filled milk bill was up for consideration and stated: "It is not food for infants" and "it is not good for adults either" and that "it is deleterious in so far as it crowds out other things that are in the whole milk, and which the substitutes are intended to take the place of." Dr. Erf, of the Ohio State University, Secretary of the Ohio Dairymen's Association, and their feeding adviser, stated at the hearings on the filled milk bill before my committee: "We had a number of experimental cages of white mice. As near as I can recall, those that were fed on Hebe weighed about 45 grams and those that were fed on milk weighed 182 grams"—only about $\frac{1}{4}$ as much. It has been tried out on animals. It has been tried in the hospitals, and wherever filled milk has been substituted for the genuine article, as is the case with oleo, the death rate has increased. No one will dispute the value and nourishing qualities of milk. It is one of the most valuable parts of our diet. The statement printed on the label on filled milk cans should satisfy any one that it is not a wholesome article. The Hebe brand comes within the Pure Food and Drugs Act by printing on it the following: FOR COOKING, BAKING, COFFEE. DO NOT USE IN PLACE OF MILK FOR INFANTS. No, my friends, it is a counterfeit, a bogus article. Like oleo, it is manufactured and sold as the genuine article. A number of States have enacted laws prohibiting its manufacture and sale. That did not, however, protect the people in Iowa and in States without laws prohibiting its sale. Mr. Voight introduced a bill in Congress to prohibit the shipment of filled milk in interstate or foreign commerce. It was referred to my committee. I called it up. Hearings were held. The bill was reported. I requested a special rule for its consideration in the House. My committee was given the right-of-way, and it was passed by the House. It is now before the Senate Committee and I trust that it may be reported, passed by the Senate and enacted into law so that the consumer may be protected against the imposition, and the dairymen may no longer be robbed of their legitimate market for their genuine product. We have no apology to make.

Now a word as to the butter bill now on the House Calendar, which defines butter and requires an 80 per cent fat standard. We all recall that the Joint Com-



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OMAHA, 113-115-117 S. Tenth St.

PHILADELPHIA, 1907 Market St.
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mittee on Definitions and Standards years ago fixed the butter standard at 82½ per cent to be followed in the enforcement of the Pure Food and Drugs Act, which has never been enforced by the Department of Agriculture or by the States. However, this year Massachusetts recently passed a law adopting the Federal standards as the standards to be observed in that State in enforcing its Pure Food and Drugs Act. The State Commissioner announced that he would try to enforce the impractical standard of 82½ per cent for butter. This, of course, would result in the seizure of butter containing less than 82½ per cent butter fat shipped into that State, and expense and inconvenience to the buttermakers by compelling them to take the matter to the courts. The enactment of the proposed change in the Federal standards will automatically make the same change in the State standards and thus correct the matter. The bill as originally drawn, and as suggested by representatives of the dairy industry, provided for the double standard of not less than 80 per cent fat and not more than 16 per cent moisture. Personally, I believe it makes little difference whether we have a single standard or double standard, just so that the standard is definitely fixed which will relieve the shipper from embarrassment and uncertainty. I have contended, and I believe most of you agree with me, that any legislation proposed should have the universal approval and endorsement of the dairy and butter industry. Any bill having such united backing, I am sure, will receive prompt and full consideration by my committee and judging the present Congress by its record it is safe to say that it will receive friendly consideration by it and by the Administration.

In this connection allow me to say that I claim no special credit for anything I have done or accomplished. Representing one of the greatest agricultural districts in Iowa, the greatest of all agricultural States, I should have been derelict in my duty had I not put forth my best efforts in protecting, in a legitimate and honorable way, the best interests of our basic industry, agriculture; the consumer against fraud and deception; the dairy and butter interests from being robbed of its legitimate market; and the dairymen from persecution. As before stated, the effective service and hearty co-operation of all friendly to the legislation, made the accomplishments possible.

With our Nation's recent experience and, especially, in the World War, all realize the importance of our basic industry, Agriculture. I know something about farming. I have been at it on my own account for 45 years and I worked on a farm long before that. I know something of the farmers' difficulties because I have had my troubles with the rest. I know something of the value and importance of conserving the soil. I know something of its rapid depletion. No one will deny the importance of the cow, the dairy, the creamery and the conservation of the soil. We have more than six million farms and six million farm hands which together with the members of their families make up more than one-third of our population, tilling more than six million farms, growing annually upward to a billion bushels of wheat and six billion bushels of cereals which is equal to one-third of the total production of the world. Statistics show that normally the agricultural purchasing power is approximately 35 per cent of our total productive wealth. I know that, generally, business men with experience realize that upon the farmer depends the stability, growth and greatness of our Nation, the progress,

prosperity and happiness of the people; that as a class, the farmer is the greatest conservative force of this Nation. It is he who produces new wealth. All wealth springs from Mother Earth. Our interests are in common. We go up and down together. Our balance of trade is dependent upon the tiller of the soil. Without his success the balance of trade in our favor would shrink, in a short time, into an adverse balance. Without the farmer, the United States might, by lowering the wage scale and its high standard of living to the level of that of other countries, thus be enabled to compete with them so as to increase the export of the products of the mills and factories in exchange for food, and succeed for a time—but only for a short time. Just as sure as the sun rises in the East and sets in the West, without his farmer, Uncle Sam's factories, mills and banks would be crushed to pieces, his railroads would rust from idleness, his beautiful towns, cities, school houses in the valleys and churches on the hills in a large degree would disappear. Our factories and mills have for a long time been running on part time with only 35 per cent production and that without much disturbance. True, occasionally, a local disturbance here and there but apparently without causing a great calamity. The failure of a crop, or a 35 per cent production of crop, would not only create a National calamity but cause alarm throughout the world. The product of the farm is food. Food supplies fuel, energy—yes—life. The recent war has fully demonstrated its value. We recall that munition trains, passenger trains, yes, every other kind of train, were side-tracked and the train carrying cattle, milk, hogs, wheat flour and other foods was given the right-of way. Why? Simply because it carried food—the most essential supply in winning the war. The war was won, and, finally, our boys were given credit for winning it. Not because of munition factories but because of our food supply and because of our brave men and women who gave their services for victory. Our bread basket had more to do in aiding our boys to win the war than any other thing. No matter how brave or strong men may be they cannot fight or endure for any length of time—nor can a Nation—without food. Thus, I might go on, but I believe sufficient has been said to indicate the need of the dairy, the creamery, the cow, the conservation of the soil, and the farmer in general; and the short sightedness of ridiculing, underestimating and belittling their importance, or neglecting to enact sane and sound legislation conducive to the best interest of the tiller of the soil—which means to the best interest of all the American people.

We must have just laws and an honest administration of such laws. We cannot afford to be contented with anything else. Legislation not to protect the dairy people alone, not to meet the views of the demagogue or those who have no respect for property rights, law or order, not to deprive an individual, corporation or interest of a single dollar honestly acquired but legislation dealing with all questions in a broad and comprehensive manner with a spirit of justice and fairness to all concerned. We take a just and pardonable pride in our Nation's growth and greatness. We all feel it our duty no matter what our political affiliations, creed, occupation or prejudices may be, to strive to benefit this country, to protect the weak, to relieve the distressed, to uplift humanity, to give honest and thoughtful consideration to securing full benefits to every worthy industry and to our natural resources, to secure full development of mechanical appliances and skill and genius of American

100% CONSCIENTIOUS

Writing us about a "futures" transaction, one of our customers said in part:

"I received your check a short time ago, in settlement of the account I have been carrying with you for future business, and wish to thank you for the able way you handled the deal for me. It was very satisfactory indeed."

Another out-of-town party from whom we had just purchased a car of eggs stored in Chicago, that he had been trying to sell, wrote in his letter this paragraph:

"We appreciate very much the service which you have rendered us on this lot and trusting that this will lead to a continuance of business in the future, we remain,"

These evidences of our customers' satisfaction result from efforts 100% conscientious, coupled with wide experience and close contact with market conditions in our commodities. It has been our pleasure to handle and execute commissions for many of the largest and most favorably known houses in our trade and you, too, can do business with us with the same full confidence that transactions will always be handled to your entire satisfaction.

The structure of our business is being developed on confidence. This process may be a little slower—BUT IT'S SURE.

Communicate with us the next time. We will make ourselves useful to you.

THE O. W. OLSON COMPANY
BUTTER AND EGGS

136 W. Lake St.

Franklin 5315

CHICAGO

Wishing all the members of the trade a

Merry Christmas

CROMER & BROWN, Inc.

CHICAGO

NEW YORK

labor, to protect all against any invasion on the part of unwarranted and unscrupulous interests so that we may have the fullest development of all worthy and legitimate enterprises.

Due credit should, and must be given to those who have really made this country what it is; to those who have built our towns, our homes, our roads, our farms and charitable institutions; to those who have constructed this vast system of public schools. Many of them were in poverty, sickness, privation and sorrow. Others were in health, wealth, joy and prosperity, sympathizing with each other's woes, sharing each other's joy, step by step advancing along the lines of accumulation of wealth, culture and refinement, until today we boast of the fact that we rank among the most successful, practical and intelligent people upon the earth. Their onward march to true greatness has placed us in the foremost ranks of modern civilization and refinement. These towns, these temples of religion and industrial institutions, the morality and industry of our people, all accomplished in this government, of the people, by the people and for the people,

are not the achievements of an ignorant and indolent people; to the contrary, they bear upon them the impress of the most enlightened views and policies, executed with the greatest prudence, firmness and wisdom. Truly, they are the trophies of freedom and the grandest monuments of our National glory. Carved out by an industrious and willing people. True, sunshine, rain and the productive soil, of course, has had much to do with it. Shall the soil be conserved? I need not say that with the rapid depletion of the soil, the dairy, the cow, the creamery, the conservers of the soil—have become the all important question of the day. All recognize that without the conservation of the soil our fate will, naturally, be that of other States and Nations dependent upon commercial fertilizer to rebuild exhaustive soil.

Well may we continue our best efforts along the lines pursued in the past, and thus not only serve the best interests of the tillers of the soil, and protect the consumers against fraud and deception but benefit the public in general.

(The above address was delivered before the Iowa Butter-makers in convention on November 1.)

The Relation of City Demands to the Marketing of Farm Products

By JAMES E. BOYLE, Ph. D.

Professor of Rural Economy, Cornell University

Introductory—Our Food Surplus

We are now living in an age of commercial farming. This means that the farmer makes his living by selling his food products, not by eating them. The farmer, to get ahead, must produce and sell a surplus. The food surplus is the farmer's serious problem. Each year our farmers produce enough and more than enough food for the entire population of the United States. After supplying all home needs, the farmers pile up within our boundaries from ten to fifteen million tons of food a year which must have a foreign outlet. This is a rather large quantity of food.

Demand Is Elastic

Some of our orthodox economists have considered the demand for farm products as divided into two kinds of demand, **elastic** and **inelastic**. Staple foods such as bread and meat were then classed as representing inelastic demand. A member of the present Farm bloc in the United States Senate stated the matter in these words:

"The demand for wheat is fairly constant and the supply can easily be ascertained these days with telegraphs, cables and wireless. Then why not a fairly steady price for wheat based on supply and demand?"

The demand for wheat is not constant: Nor is the demand for wheat or any other agricultural staple constant. All demand is elastic, very elastic indeed. This truth may be briefly illustrated. Take wheat. The chief demand is from millers. They buy wheat as they grind and sell flour. We now have some very complete figures on grain and flour statistics. During the war, as compiled by the United States Grain Corporation and published in 1919. The figures for flour production and for wheat ground by months for two years show tremendous fluctuations. In the crop year 1918-1919 the heavy months of wheat consumption

are November, January and May. In 1917-1918 the heavy months are November and December, while May is the lightest month of the year. Put in tabular form by per cents, and representing all the wheat mills in the United States, the figures are as follows:

Wheat Ground in United States			
Years	1917-18	1918-19	
Bushels	523,085,627	539,058,000	
Monthly per cents—			
	1917-18	1918-19	
July	..	5	
August	8	9	
September	9	9	
October	13	9	
November	14	10	
December	14	9	
January	9	10	
February	8	7	
March	8	7	
April	6	9	
May	5	10	
June	6	6	
	100	100	

Or, if we turn to particular sections of the United States and note the mill output of flour, we note much wider fluctuations in output and hence in demand for wheat. Using the Millers Almanack and taking the Kansas City mills in the year 1918, on a basis of weekly output, we find the output varied from 5 per cent in the week ending July 6 to 49 per cent the next week and 84 per cent the next week. The Toledo mills in the year 1918 varied from a low of 7 per cent in June to a high of 95 per cent in October. The Central States mills varied the same year from a low of 11 per cent to a high of 93 per cent. Clearly then the demand for wheat does show very erratic fluctuations.

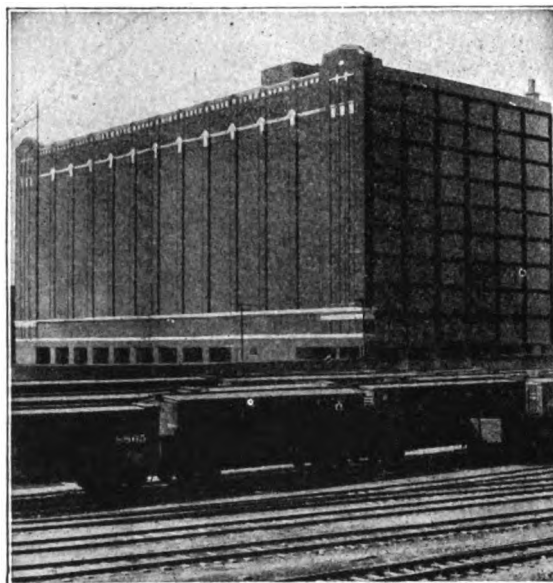
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In meat the demand is likewise very variable. The U. S. Department of Agriculture reports a decrease in fifteen years (1907-1921) in our annual per capita beef consumption of 24 pounds. Thanks to the research studies in demand made by Armour and Swift we now know definitely about changes in consumers' demand for meat. These studies cannot be given in detail here, but they show the wide fluctuations in demand for the various kinds and cuts of meats. The Armour study which bears the date April 1, 1922, makes the statement that pork and lard consumption is "totally unrelated" to the amount produced daily, and both are fluctuating quantities. In the November, 1922, issue of "Meat and Live Stock Digest" occurs this statement about demand for meats:

"A rather unusual situation developed in the meat trade during October and continues at the present time. Consumers have turned away from steaks, chops and roasts to a greater degree than has been the case for several years, and utilized instead the less familiar cuts such as the chuck, plate, briskets, flank shank, and shoulder clod. . . . Ham, which has been selling for several months at unusually low levels, remains a real meat bargain."

One more illustration of erratic demand may be given—that of butter. England was Denmark's chief customer for butter until very recently. The Danish Foreign Office Journal last fall reported a sudden and severe slump in the English demand for this butter. The Danish Co-operative Dairy Association began to look for new outlets in the United States and France. The English people had evidently turned to margarine. Here was an old, well-established trade in a standardized, high-grade commodity, but it suddenly shifted to some other commodity.

Manifestly, we must conclude that demand for staple commodities is very elastic. Demand for non staples is of course much more so. Hence our price problem is complicated.

The Price Problem—Some Economic Fallacies

If a farmer is asked what is his most serious economic problem, he will probably say it is not cheaper production, but how to get a higher price for what he has already produced. The price problem to him is not an abstract theory of supply and demand, but frankly how, by direct means or by indirect means, secure a higher price. In other words, the "marketing problem" is to him merely the price problem, and does not include those difficult intermediate steps of grading, storage, transportation, credit, and so on. This view of marketing seems to be held quite generally by many who are not farmers, judging by the number of false solutions of the marketing problem which have been offered in recent years. Before discussing the sound economic principles involved in our problem, I will mention some seven of the economic fallacies now proposed by leaders of one kind or another.

Orderly Marketing—If orderly marketing is applied to our perishable crops and means moving them to the right place at the right time, it is a sound practice. But the phrase is now used to describe various huge pooling arrangements for marketing wheat and cotton. The farmers are told they will secure higher prices by holding their wheat or cotton. Experience proves that farmers will not make money by holding their wheat till spring. This holding movement should be called "disorderly marketing." In the inflation period following the war, with all prices climbing up-

wards, the farmers who joined the pool and held their 1919 crop of wheat till spring made 50 cents a bushel. Then came the terrific post-war deflation of all prices. And the farmers who joined the big \$3 wheat pool and held their 1920 wheat till the next spring lost a dollar a bushel.

Monopoly and Price Fixing—A farmers' monopoly with power to fix prices would not benefit the farmers. For prices would be made too high. This would stimulate increased production, until finally an unsold surplus would accumulate. Such a surplus would endanger if not actually destroy the organization. Consumers' demand should be the main factor in price determination.

Corners—Some farmers advocate a big enough combination of farmers to corner the supply and thus dictate prices. This scheme would fall to pieces by inner competition and increase supply.

Limit Production—You are all familiar with the various campaigns in the South to reduce cotton acreage, and the failure of these campaigns. An interesting parallel was that in Iowa last winter, when a big corn acreage reduction campaign was put on by various powerful leaders and some few of the farm papers in that State. What was the outcome? The Government report recently issued gives an average corn crop in the corn belt with the exception of Iowa; in Iowa there is a 15 per cent increase.

Valorization—Since Brazil valorized coffee a few years ago there have been repeated demands in this country for similar government aid to cotton, wheat and other crops. While the immediate effect of the Brazil scheme was to raise the price of coffee slightly, the wider effects were to decrease consumption of coffee in the United States, to increase the production of coffee in Java and elsewhere, and finally to enrich the international bankers who financed the undertaking. The Brazilian planters in the end were the poorer for it.

Tariff—Probably the worst deception practiced on the farmer in the way of price betterment devices is the so-called protective tariff. Everything he buys, from alarm clocks to tombstone, including toothpicks, is heavily taxed by the protective tariff given to the manufacturer. But his own ten million ton surplus must be sold abroad, where no tariff can help him.

Price Stabilization—In the last session of Congress there were four bills introduced for "Price Stabilization." Since these bills did not and cannot stabilize production or demand, and did not ration the consumers, it is apparent that they were even greater economic shams than the tariff. True, our Government did "stabilize" the price of wheat in the years 1917-1920. But under this government control we witnessed the greatest price fluctuations we have had in the last 81 years.

But let us turn now from these various quack remedies and face some of the sound economic principles involved in the Demand and Price problem.

Sound Economic Principles

Since all goods are produced to be consumed, it is the ultimate consumer who dictates what shall be produced. He likewise is the final dictator of price. For if he will not buy, there will be no price. It is the satisfied consumer that creates and maintains the real market. And market value itself may be defined as opinion—the consensus of opinion of the buyers and the sellers. There are manifestly two sound methods of securing better prices, (1) adjusting production to consumption, and (2) stimulating demand,

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Downtown Warehouses in the heart of the Produce Trade, convenient to all Railroad Terminals and Piers.

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Newark —Warehouse adjacent to the Wholesale Market center.

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We want all kinds of Live and Dressed Poultry, good fat stock, especially Turkeys. We assure first class service and best possible results. If you buy we are heavy receivers and want to hear from you. List your Storage Eggs and butter with us; we have none. Our outlets are yours for a small consideration.

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as efficiently during the Holiday rush
as in normal periods.

Confidence in our Service is the tie
that binds our Shippers to us.

945-47 Fulton Market

CHICAGO

BUTTER and EGGS

Adjusting Production—Our present chief of the Bureau of Agricultural Economics has stated that 90 per cent of the marketing problem is solved on the farm, and consists of adjusting production to meet the consumers' demands—that is, producing the quantity and quality demanded by the market. This is fundamentally sound doctrine, and should be preached throughout the land. It needs no elaboration here.

Stimulating Demand—A good many co-operative organizations have already demonstrated one very sure and sound way of raising prices, namely by Quality and Advertising. Quality is the sound basis for keeping up demand and hence keeping up prices in the face of competition. But quality alone is not sufficient. Advertising is needed, particularly in the trade papers. By advertising I mean modern, scientific advertising, not mere puffing. Good advertising is simple; it gives facts, information—in brief, it tells the truth.

Let me illustrate the relation of quality to demand. Take, for instance, the case of butter versus oleo. In the Swift Yearbook for 1919 he reports that the production of oleomargarine has increased much more rapidly than population. In 1905 the per capita consumption of oleo was about one-half a pound; in 1918 it was over 3½ pounds; a sevenfold increase in thirteen years. The greatest enemy of oleo is good butter. The greatest friend of oleo is bad butter. A well-known woman physician recently told me she was feeding her six-year-old son oleo, because she preferred good oleo to poor butter. That is the whole secret of the success of oleo.

Or take the case of milk consumption. Now that one State like Wisconsin is producing five million tons of milk a year—and is rapidly increasing this output, it is a serious question to find demand for this product. Nothing but high quality milk and ever higher quality can maintain demand.

Dr. John K. Williams, after conducting a Milk Survey in the city of Rochester, New York, made this significant statement in his report:

"In the study of the use of milk in the homes it was discovered that many people are afraid to use cow's milk, and use as little as possible."

And in a similar manner, the Committee on Agriculture of the Boston Chamber of Commerce stated in its Milk Report issued in the year 1915:

"General consumption of fluid milk for cooking purposes as well as for individual consumption has decreased per capita in the last ten years."

Against this situation consider the fact that for many years the per capita beer consumption in Boston and Rochester and other cities had been steadily increasing. The government statistics show beer consumption for the whole United States was 20 gallons per capita in the decade ending in 1915. Somebody got my share, so I cannot say exactly why this large amount was consumed, but presumably it was because beer was supposed to contain pure water and other ingredients free from germs. At any rate the consumption in the decade 1871-1880 was only 7 gallons per capita, and increased to 11 gallons in the next decade, to 15 in the next, and to 20 in the next. Now that beer is to disappear forever there is a chance for this demand to shift to other drinks including milk. But my point here is that demand for any product is shifting and fluctuating, and quality is the best foundation on which to build demand.

With the aid of the United States Department of Agriculture, farmers' organizations should begin now

to work out fifty-year programs of production and marketing, taking into consideration the fundamental market factor of demand. And quality rather than artificial price fixing must be the farmer's chief reliance.

The Terminal Refrigerating & Warehousing Company of Washington, D. C., Building New \$1,000,000 Storage Plant

The officials of the Terminal Refrigerating & Warehousing Company of Washington, D. C., have announced that they have completed arrangements whereby they will construct a new modern cold and dry storage plant.

Ground has already been broken for this new project for a structure that will have a floor space of six acres and will cover 30,000 square feet ground. The building will be nine stories in height and cost in the neighborhood of \$1,000,000.

The plant will be located on the main line of the Pennsylvania Railroad with direct switching connections affording good service in shipping and receiving.

The equipment will be new and modern in every phase pertaining to storage plants.

In addition to the storage business the project will be equipped with an ice plant that will have a capacity of 250 tons of ice daily.

The building will be divided into two sections, one for refrigeration and the other for the dry storage of general merchandise, while the basement will contain the electrically driven machinery for refrigeration and the manufacture of ice.

The new officers of the company are: Charles J. Bell, chairman of the board; Wrisley Brown, president; William V. Cox and Simeon T. Price, vice-presidents; Ralph W. Lee, treasurer, and Robert D. Marshall, secretary and auditor.

WARNING

"Cropy" Poultry To Be Confiscated and Owners Prosecuted

The Federal Food and Drugs Act contains the following provisions:

Section 7. That for the purpose of this act an article shall be deemed to be adulterated:

First. If any substance has been mixed and packed with it (the poultry) so as to reduce or lower or injuriously affect in quality or strength.

Second. If any substance has been substituted wholly or in part for the article.

It is a violation of the above law and of the laws of various States to offer for sale or have in one's possession with intent to sell or offer for sale, sand, gravel, pepper corn, wheat or other materials, as and for poultry. Particular reference is made to stuffed crops.

Under State laws, any person adjudged guilty of the violation of the above law may be fined not exceeding the sum of \$200 for the first offense and not exceeding the sum of \$300 and imprisonment for one year for each subsequent offense and each bird is an offense.

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Will Handle to Your Satisfaction

MUTUAL PRODUCE CO.

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The official organ of the National Poultry, Butter and Egg Association. Devoted to the interests of the Poultry, Butter, Egg and Cheese Shippers, Receivers and Storage Warehouse Men and associated interests of the United interests of the United States, Canada and Cuba who are members of this Association.

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Advertising Rates on application to the Executive Secretary
 Changes and new advertising copy must be received by the 25th of the month preceding publication to insure insertion.



CHICAGO, DECEMBER, 1922

A Christmas Message

There is a Christmas message for every member of this Association in his home town.

The Salvation Army.
 The Volunteers of America.
 The Knights of Columbus.
 The Red Cross.
 The Near East.
 The Y. M. C. A.
 Your "Favorite Organization."
 Your Church.
 Your School.

The message for you is in the foregoing.

The Christmas Spirit is universal, but it must emanate from the individual.

"God loves from whole to parts; but human soul
 Must rise from individual to the whole.
 Self-love but serves the virtuous mind to wake.
 As the small pebble stirs the peaceful lake;
 The centre moved, a circle straight succeeds,
 Another still, and still another spreads,
 Friends, parent, neighbor, first it will embrace;
 His country next; and next all human race;
 Wide and more wide, the o'erflowings of the mind
 Take ev'ry creature in, of ev'ry kind;
 Earth smiles around, with boundless bounty blest,
 And heav'n beholds its image in his breast."

THE FARM THOUGHT—THE COMMERCE THOUGHT

In the National Poultry, Butter and Egg Bulletin for the month of November, attention was drawn to a conference held in Chicago on October 24th, which was called by James R. Howard, President of the American Farm Bureau Federation, and which was attended by "Captains of Commerce" and by others who represented interests engaged in the distribution of farm products.

The Executive Secretary of the National Poultry, Butter and Egg Association attended the conference, not as a farmer, nor as a Captain of Commerce, but as a representative of a class of middlemen—the man who converts certain products into *goods of commerce*, and passes them into consumption through the well known channels of trade.

Heretofore the farmer thought in terms of *production*, while the converter of farm products has thought in terms of *commerce*, and herein lay the cause for many of the misunderstandings of recent times; herein, also, may be found a principal cause of the agricultural crisis with its consequent ill effect on general business conditions.

For the most part, the *farm thought* was lands, buildings, implements, live stock, yield—so many acres, so many silos, so many mowers or tractors, so many bushels to the acre, so many head of cattle—all having to do with production.

When the farmer thought money, it was in small sums: land at \$150 per acre; live stock at nine cents per pound on the hoof; eggs at 17c per dozen, and poultry at 18c per pound. These items were considered in relation to interest at the usual rate, and taxes at 85c per \$100 of valuation.

His conception of *profits* was the increase in the value of his lands and improvements. Profits from other sources were beyond the range of his vision because he kept no books.

Because he could see no direct profits in his selling enterprises, he encouraged an antipathy toward all profit takers and particularly toward those who are engaged in converting and distributing his products.

In his conception, "the spread" between what he received for a commodity and what the consumer paid for what *the farmer was pleased to call the same commodity*, was a toll which was unrighteously exacted by those who acted between him and the ultimate consumer. It was this toll that was bleeding him white, and those who 'exacted' it were the profit takers against whom he erected barriers which only time, the most serious thought and careful conduct will remove.

When the farmer thought *trade*, it was the exchange, at the general store, of farm products for household necessities, or the delivery of a load of grain at the local elevator for cash, wherewith to pay pressing current expenses.

The viewpoint was the farm-individualistic; seasonal and each season a complete history; the general store—the local elevator.

Against this farm thought stands the *commerce thought*. When *commerce* thinks lands and buildings in relation to agriculture, it has in mind packing plants which are capable of converting the live stock of the entire nation into food products. When it thinks live stock, the unit is a train load or a ship load; when

it thinks eggs and poultry, it sees millions of cases and millions of pounds, and hundreds of handlers; when it thinks farm implements, it has in mind improved machinery on every farm in the world.

When *commerce* thinks *trade*, it has in mind the exchange of American farm products for the dollars and commodities of every country on the face of the globe, and when it thinks money, the thought is not associated with eggs at 17c a dozen or cattle at 9c a pound, but is associated with such gigantic sums as are required to build and float merchant ships; to build, operate and maintain a Panama Canal, Inland Water Ways, a Union Stock Yards, Transcontinental Railroad systems and hundreds of refrigerated warehouses located throughout the entire land, which serve at once as the means of overcoming the destructive forces of nature and of providing reservoirs for the storing of products which ultimately feed the world.

In addition, when *commerce* thinks money, it has in mind the several billions of dollars which are annually required to finance the movement of farm products from the farm into consumption through the instrumentalities named.

The viewpoint of *commerce* is the world—universal.

The ultimate thought of *commerce* is the profit which spells national prosperity.

Between *commerce* and *profit* there is an affinity without which *commerce* would cease, and national prosperity would be unknown.

By reason of the added labor and capital of *industry*, there is a time when the products of the factory, the forest, the mill and the mine lose their characters as such, and become *goods of commerce*, and for the same reason there is a time (and place) when the products of the farm, in their turn (when about to lose their identity), become *goods of commerce*, and this is the point of first contact between the *farm thought* and the *commerce thought*. This point, when found, will disclose that both thoughts are "neighbors" and they should "get acquainted." The words of James R. Howard, President of the American Farm Bureau Federation, when he said: "It is a good thing to know your neighbor—maybe you will like him," coupled with the words of Alexander Legge when he said, in substance, that the distress of the farmer today is the "business of every American citizen to see that something is done to relieve that condition," lead up to but one thought, and that is that "neighbors" must co-operate.

The first step in this direction was taken at Chicago on October 24th and successive steps must be taken in all parts of the country, by all classes of citizens, till the demands for thorough co-operation reach the National Capitol where are located the two great departments of Government whose concern it is to foster both the agricultural and commercial interests of the nation:—the Department of Commerce to widen the channels of trade, to create the demand, and to insure the profit—the Department of Agriculture to pass the word back to the farmer—to tell him *what* to produce, *how* to produce and in what volume. The plan of co-operation in mind leads to scientific production and orderly marketing, and if carried out would leave a legitimate place in the world for those who are engaged in converting and distributing converted farm products.

(The addresses made at the conference referred to are reported in full in this issue of the Bulletin. The resolutions passed at the conference are also reproduced. Members are urged to read those addresses and get a clear conception of conditions.)

CARE IN POULTRY DRESSING

By Harry Arkins

The business of dressing poultry has grown by leaps and bounds during the past few years from a comparatively small business to a huge industry, necessitating modern buildings and equipment, a large corps of employes, along with expert handling and knowledge of dressing properly, in order to secure the best results.

The methods now used are of a more scientific character than were used in the past, as more thought has been given along the lines of marketing better poultry. For this reason, dressers are always on the alert to get new ideas and to install equipment in their plants which would allow them, not only to speed the processes, but also to dress a bird that can stand the most rigid inspection in any market.

When the poultry is brought to the packing house, the birds are, as a rule, hungry and thirsty and should not be killed immediately, as they are excited and underweight and should be held for fattening.

On arrival at the packing plant, the birds are graded into the various grades, according to their size and quality, and placed into sanitary feeding batteries. This, of course, necessitates a man of poultry ability to classify these birds into the various batteries. The poultry is then kept there for a period of from seven to fourteen days and fed a mixture of feed, which scientific analysis has determined is the most beneficial for fattening in that length of time. (It is claimed that to keep poultry in feeding batteries for a longer period accomplishes no good results, but on the other hand causes deterioration.) The feeding batteries should, above all, be kept clean, as unsanitary conditions prevent the birds from gaining in weight. After the feeding period is over the birds are starved the day before they are to be killed, being given only clean drinking water mixed with chlorine, so as to help digest any food that they may have in their systems.

Killing and Picking

The birds are then taken to the killing room where they are hung up by their feet on hanging racks ready to be killed. There are a number of different ways of killing poultry, but the best methods are to cut the jugular vein with a sharp straight knife or to "brain" them, as they call it, by sticking a sharp instrument through their mouths and up into their brains which paralyzes them and at the same time loosens their feathers so that they can be easily picked.

If this is done right, the blood can easily be drained from their carcasses. This feature is highly important and should be done properly, as the keeping quality depends to a great extent upon the draining of the blood entirely from the system of the birds. To do this correctly, the blood vessel should be cut in the right place while the bird is hanging with its head downward. While the bird is still hanging in this position, the feathers are picked off, and at the same time they do not become stained with blood, after which they are "pinned" or the small fine feathers removed. Again cleanliness plays an important part in the process, as every large dresser knows that the birds must be kept free from any blood spots, and for this reason their heads are wrapped in paper while their feet, if they are dirty, should be scrubbed. Although this may appear to be a trivial item to some dressers, the more successful ones know from experience that this is the best policy to pursue, as they can be sure that when their packs arrive on the various

If you own eggs in Storage—
If you are a poultry packer or
shipper—

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If in the market to buy eggs or dressed poultry, and you are particular to have your orders filled just right;

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markets, they can command a better price than the packs that had received less attention.

Chilling

After the birds are dressed and still hanging on racks, they are moved into a clean refrigerating room where a temperature of 30° F. is maintained. Here they are kept for twenty-four hours during which time the entire animal heat has left. The cooling system should be carefully watched and a close inspection of the skin and flesh should be made before the birds are taken from this room. It is imperative that all the heat has left, as this condition is one of the principal reasons for some of the poultry arriving at various markets in bad order.

Packing

Having removed the animal heat from the dressed birds, they are again graded and ready for packing. This work should be done in a cool room having a temperature of 30° F. The grading at this point again is an important feature and a man of grading ability, who knows the different grades of poultry that should be packed in that particular container, should be put on the job. He should also be careful in selecting birds of uniform size, quality and weight and in some instances even match the color of the skins for each container. As the skins are very delicate the containers should be lined with parchment paper to eliminate rubbing and at the same time prevent evaporation. The packing of the birds should also be done with equal care, so that when a prospective customer wishes to inspect the poultry, after it reaches the market, the contents should be packed in a way which will immediately attract his attention, not only as to size and quality, but also as to appearance.

In conclusion, it can be said that each process that the birds go through, from the time of entering the dressing plant until they are sold for consumption, is highly important and equal care should be taken with each step.

OBITUARY

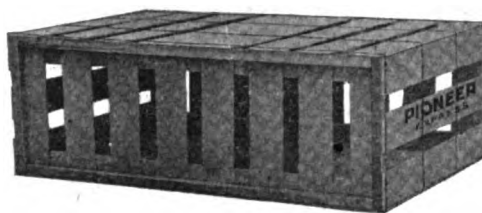
Capt. L. Frank Barry

Capt. L. Frank Barry, who during his long life had attained distinction as a produce market reporter, and prominence in military, Masonic and social circles, died at his home, Hotel Marie Antoinette, New York, Thursday, November 9. He was seventy seven years of age on the day before his death and had been in ill health for about two years.

Capt. Barry was born in Bank St., New York, November 8, 1845, of Philadelphia Quaker ancestry. He was the only son of Dr. Robert A. Barry, a prominent New York physician, and Julia Gibbud Barry, his mother, being of the Hotchkiss family of Connecticut.

While Capt. Barry was still an infant his mother died and at the age of six years he went to Porto Rico where he lived with his aunt for seven years, returning to New York at the age of thirteen. His later boyhood was spent in school at New Haven, Connecticut.

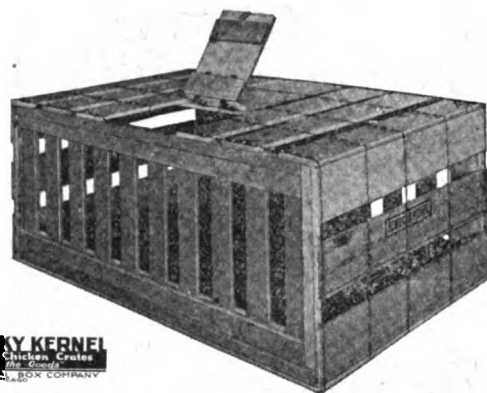
When the Civil War began young Barry enlisted at the age of fifteen years but his father objected on account of his youth and secured his release. A year later he enlisted a second time but with the same result. His third enlistment was on February 4, 1863, and as his father had then joined the service as a surgeon, young Barry was successful in joining the 71st Regiment of New York, serving during the latter part of the war. He retained his connection with the



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The General Box Company

The Pioneer Express Poultry Crate is one of the lightest poultry crates on the market that can be used for many trips—and it can be depended upon to “deliver the goods” safely.

Its low price and careful construction (reinforced with strong steel wire) has made it very popular with many shippers of poultry.



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The Kentucky Kernel has rightfully been named the “aristocrat of all chicken crates.” Years of usefulness are built into Kentucky Kernels.

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We can supply you in the shortest possible time with either the Pioneer Express or the Kentucky Kernel. Seventeen factories make quick deliveries possible. Write for prices and complete information to Department P-12.

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Net 100 Lbs.
This bag contains 15% Dried Buttermilk
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**200 Lbs.
Liquid Buttermilk**

**50 Lbs
Semi-solid
Buttermilk**

Dilute rations produce slow gains
Concentrated rations quick gains
Gains are a question of nourishment, not time

We guarantee satisfaction
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Chicago, Ill.

Please send me a sample of **RED COMB CRATE FATTENER** [WITH WITHOUT] **DRIED BUTTERMILK**, and delivered prices.

NAME.....

ADDRESS.....



Capt. L. Frank Barry

regiment for twenty-five years, during which he was promoted to the rank of captain, resigning upon the twenty-fifth anniversary of his enlistment.

Prior to his resignation from the regiment Capt. Barry joined the Old Guard of which he was an active member up to the time of his death, making his total term of service fifty-nine years.

Capt. Barry's first business experience was as a commercial reporter on The Commercial Bulletin, later merged with The Journal of Commerce. It was in this connection that he first became a specialist in reporting the New York markets for country produce, a work in which he was continuously engaged for about fifty-four years. In 1873 he established the "New York Daily Market Report," a letter sheet daily devoted to the reporting of market conditions and prices for country produce, in which business he was later associated with his two sons, Robert A. and Frank G. Barry, under the firm name of L. Frank Barry & Sons.

In 1895 this business was merged with that of the Urner Publishing Company, publishers of The Producers' Price-Current, under incorporation as the Urner-Barry Company. The latter publication was continued and New York Produce Review was at that time established, being later enlarged by amalgamation with the American Creamery under the present title.

Capt. Barry became president of the Urner-Barry Company in 1896 upon the death of Benjamin Urner, its first president, and maintained that position until about a year ago, when failing health led him to resign, he then being elected as vice-president, an office in the company now made vacant by his death.

Capt. Barry in 1866 was married to Emily S. Wait, who survives him, together with one son, Robt. A. Barry, secretary of Urner-Barry Company; a daughter, Mrs. Emma Barry-Allen; a grandson, Lyman F. Barry; two granddaughters, Mrs. Reginald Boyd and Miss Clara N. Barry, and a great-granddaughter, Miss Dorothy Boyd. He was active in Freemasonry, being a member of Chancellor Walworth Lodge, F. & A. M., Triune Chapter, R. A. M., Columbian Commandery, K. T., and Masonic Veterans' Association, and Mecca

Temple, Mystic Shrine. He was also a member of LaFayette Post, G. A. R., the 71st Regiment Veterans' Association, the Broadway Presbyterian Church, the Old Guard and various other organizations.

Capt. Barry was widely known and respected in the New York trade as a produce market reporter, especially, of late years, to the poultry trade, to which he devoted his chief energies during the last few years of his business activity.

Ill health overtook him about two years ago and since then he has been able to give little or no attention to business. At the end his death came suddenly and painlessly from uremic poisoning.

Funeral services were held at his late residence, Hotel Marie Antoinette, Saturday afternoon, November 11, and on Sunday the remains were taken to Arlington Cemetery, N. J., for interment.

LONDON, ENGLAND, TO HAVE THE LARGEST ICE CREAM PLANT

Ever Installed Outside This Country

Lyons, Inc., are going to install an ice cream plant, having a capacity of from eight to ten thousand quarts of ice cream a day in London, England. Complete equipment for a modern plant was recently ordered from the Creamery Package Manufacturing Company, consisting of eight 100-quart Fort Atkinson Horizontal Freezers, ten 800-gallon Wizard mixing and storing vats, two 400-gallon Gaulin Homogenizers, several Alaska Tubular Coolers and other equipment.

Mr. Beecham, Consulting Engineer for Lyons, Inc., recently spent several months' studying the ice plants in all parts of the country. He was but casually interested in price as his firm is anxious to serve the London Public with the finest ice cream that can be made.

New Members

Excelsior Products Co., Washburn, Wisconsin. (Egg crate cushions and excelsior pads.)

Hall Produce Co., Sigourney, Iowa. (Cream, Eggs and Poultry.)

Central Grocery Co., 150 Reade Street, New York City. (Butter and Eggs.)

Durbrow Commission Co., 382 Fifth Street, Milwaukee, Wisconsin. (Poultry, Veal and Eggs.)

J. Russell, Winfield, Iowa. (Poultry, Butter and Eggs.)

Kleinschmidt Produce Co., Nashville, Illinois. (Poultry, Butter and Eggs.)

Clarence C. Lee, 726 Tenth Street, Oakmont, Pennsylvania. (Poultry, Eggs and Butter.)

M. Roth & Co., 185 Duane Street, New York City. (Butter and Eggs.)

Cupples Co., 7th and Spruce Streets, St. Louis, Missouri. (Egg case fillers and supplies.)

H. & J. Lepman, Inc., 208 North Wells Street, Chicago, Illinois. (Poultry, Butter and Eggs.)

Federal Cold Storage Co., 1800 North Broadway, St. Louis, Missouri. (Cold Storage.)

Polmen & Terry, 216 West South Water Street, Chicago, Illinois. (Commission Merchants—Poultry, Veal, Butter and Eggs.)

Naomi Produce Co., 309 West South Water Street, Chicago, Illinois. (Commission Merchants—Poultry, Eggs, Veal.)

E. B. Teets & Co., 322 West South Water Street, Chicago, Illinois. (Commission Merchants—Veal, Poultry, Butter and Eggs.)

Van Buren Produce Co., Van Buren, Indiana. (Poultry and Eggs.)

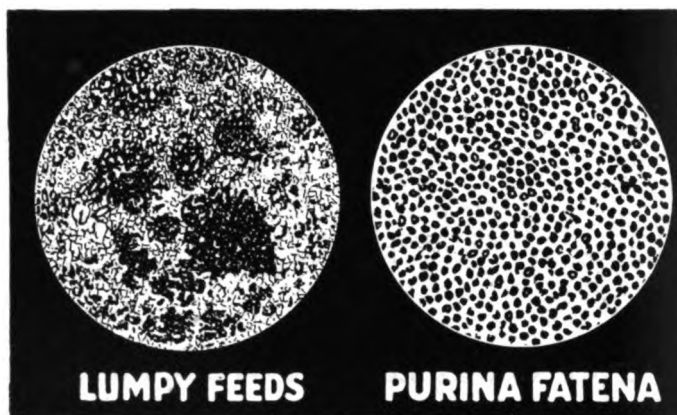
Kansas City Cold Storage & Warehouse Co., Kansas City, Missouri. (Cold Storage.)

Ostrowsky & Simkin, 206 West South Water Street, Chicago, Illinois. (Live and Dressed Poultry, Eggs and Veal.)

Sonenblick & Shapiro, 208 West South Water Street, Chicago, Illinois. (Poultry, Butter and Eggs.)

Cooney & Company, 215 West South Water Street, Chicago, Illinois. (Commission Merchants—Poultry, Veal and Eggs.)

Elliott & McGarraghy, 29 West Kinzie Street, Chicago, Illinois. (Butter and Cheese.)



Do you have to mash the lumps in your feed with your fingers as you mix it? If you do, try Purina Chicken Fatena. It is easy to mix. It makes a smooth, uniform mass that absorbs about 50% more water or milk than corn and oat meals absorb.

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It is scientifically built by men who have made poultry fattening their life's work. Let our Service Men, former Government experts, help you. Their job is to get more profits for feeders. Ask for particulars.

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READJUSTMENT—WISCONSIN CHEESE RATES

Western Trunk Line Docket Bulletin No. 554, Subject No. 1882-A—Cheese from Wisconsin Shipping Points to Lower Mississippi Valley Territory—Southeastern and Carolina Territory—Eastern Trunk Line Territory

A joint hearing in the Western Trunk Line Rooms 1005—November 21st, 2:30 P. M. with the following representation: Wisconsin Cheese Shippers by F. M. Elkinton (General Traffic Service, Milwaukee, Wis.); C. A. Strauble & Co., Green Bay, Wis., by Mr. Kirwin of the Green Bay Chamber of Commerce; Pauly & Pauly, Manitowoc, Wis., by Mr. Pauly. "Independents" or Chicago jobbers (other than Packers' interests), by Mr. Grunart, Chicago Packers, by Mr. Manker of Armour & Company. The National Poultry, Butter and Egg Association by Messrs. Tuohy and Albright.

Mr. Elkinton consumed the entire afternoon in a most interesting preamble from an agricultural viewpoint, leading up to his subject, thoroughly covering in full the entire question of readjustment and equalization of rates, by separating into groups the State of Wisconsin, using Milwaukee (a 100 per cent point) as a basis, with arbitraries in cents per 100 pounds from the various groups over Milwaukee, presenting exhibits, maps and scales, showing present and proposed bases.

Mr. Elkinton has "with him" practically the entire cheese interest of Wisconsin, with possibly two exceptions, viz.: C. A. Strauble & Co., of Green Bay and Pauly & Pauly Cheese Co., of Manitowoc, both of these firms having scattered interests in the various sections of Wisconsin, other than their bases of operations, Green Bay and Manitowoc. Those who are co-operating with Mr. Elkinton endorse his complete compilation for adjusting the co-relation of rates as between the various cheese shipping points throughout the State to a fair and equitable basis, as between producing and concentrating shippers, by advance in some territories and reduction in others.

It was pointed out by Mr. Kirwin (who later spoke for Pauly & Pauly Cheese Co., as well as the C. A. Strauble Co.); that the territory in which these firms' interests lie, unfortunately fell into groups where the rates were advanced instead of reduced, further contending that the entire territory northwest of Milwaukee (outside of the Milwaukee 100 per cent group) should all be on the same basis when destined to Mississippi Valley and South East (using the St. Paul rate as the maxima). That the rate today from this territory to New Orleans is \$1.76½ and the proposed grouping places Green Bay in a group taking the seven cents higher than Plymouth and Sheboygan rate, in other words, giving their strongest competitors the advantage of seven cents per 100 pounds.

Mr. Elkinton stated that both the dissenting interests, Strauble & Co., and Pauly & Pauly had set in with Mr. Elkinton's committee in working out this adjustment throughout all its meetings and it came rather as a surprise to the proponents in noting these objections at so late a date.

It was further stated by Mr. Elkinton that the lines drawn, forming these various boundaries of groups, were not fast fixed, but tentatively drawn for the purpose of general discussion by the carriers, as well as the cheese shipping interests. That the fairness which had been displayed by the other participating interests in the "give and take" method pursued in bringing about this adjustment might be further indulged in to the extent of bringing about a more favorable alignment to coincide

with Mr. Kirwin's representative interests. Mr. Elkinton remarked that he would endeavor bringing this about in order that the cheese interests may be unanimous in presenting this adjustment to the carriers.

Now comes another angle from Mr. Grunart representing the so-called "independent" cheese interest, aside from the packer. That in the presentation of this so-called "agreed basis" by the cheese shipping interests inquired, "where does the independent cheese dealer located in Chicago come in under this schedule inasmuch as he had heard no mention of any corresponding change in rates at Chicago, and if the entire scale is on a downward basis to all territories, must the independent cheese dealer move to Wisconsin to derive any of the benefits?"

"Chicago must have a corresponding reduction, either by reducing the rates into Chicago or a reduction from Chicago to New York in order to compete with the 'concentration' Wisconsin shippers to the New York market.

"Further that all this talk about equalization adjustment means less money to the carriers. Where are these carriers going to get their revenue to increase their equipment as well as advance their present wage scale for common labor which is approximately \$15.00 per week? And it is this class of consumer that you must look to in order to market your 25c cheese. He must be better paid to indulge in this necessity and how are the railroads going to meet this situation under this general proposed reduction."

The railroads quite coincided with Mr. Grunart's remarks, especially so far as it pertained to a general reduction in rates.

Mr. Elkinton was surprised at the remarks of the carriers in assuming, after listening to his recital for the past several hours that the proposal was for a reduction in rates, which was no-wise the case. That the entire proposal is based on the carriers' own construction in compiling their present rates.

Mr. Elkinton further stated, "Let it be understood now and by all that we are in no way contending or recommending any reduction in rates, but merely endeavoring to equalize by correcting discriminations existing as between the various shipping centers."

"So long as you pursue our general plan of equalization, you may add 20% increase to the proposed rates if you please, continuing to observe the general relations as prescribed."

In reply to Mr. Grunart's question, Mr. Elkinton stated, "We are in no way objecting to changes in the Chicago rates that are of necessity from a marketing point of view, but if this feature is injected, as to protecting the various markets as against producing centers (and we are not of the opinion Chicago produces any cheese) the question will be far reaching. Why not ask for a basis of rates from Wisconsin into St. Louis and a rate from St. Louis to New York in order that the St. Louis independent cheese man may compete with Plymouth, Wisconsin, if you please, on the New York market?"

Wisconsin produces ten billion pounds of milk annually, one-third of which goes into cheese, or approximately 300,000,000 pounds or 74 and 6/10 per cent of the entire output of the United States. Of this 300,000,000 pounds in 1921, 17,044,442 moved to the New York market or 5.7 per cent. 76,705,558 pounds to the Chicago market or 25.6 per cent and of this 25.6 per cent or 76,705,558 pounds, 75 per cent representing 57,529,168 pounds went to the Packers alone, leaving 25 per cent or approximately 19,176,390 pounds to go to all other Chicago interests including the "independent cheese man."

It will therefore be observed that the only objectors to the final readjustment of the Wisconsin cheese shipping interest lies with the following:

THEODORE AARON

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Packers of

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Distributors of

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well known packers of

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Willis S. Herrick
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Specialize in
INSURANCE
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WORKMAN'S COMPENSATION INSURANCE
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Ship your next car of

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You will receive the best Service, best
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EFFICIENT SERVICE, CONSERVATIVE ADVICE, AND
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Poultry, Veal and Game
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208 NORTH WELLS ST. CHICAGO

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Reference: New York County Nat'l Bank or any Commercial Agency

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NEW YORK

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NEW YORK

**DRESSED
POULTRY**

REFERENCES: All Commercial Agencies: National Poultry,
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TO OBTAIN RESULTS—ADVERTISE IN

THE NATIONAL POULTRY, BUTTER & EGG BULLETIN

A Direct Advertising Medium

Write for our Advertising Rate Sheet

The independent Chicago cheese man, which, if he handles all the Chicago tonnage, exclusive of the packer which is far from the case, would receive approximately 6.4 per cent of Wisconsin's production.

The views of the National representatives are that the carriers will be disposed to give serious consideration to the general basis presented and in so doing finally dispose of the question that is constantly being docketed for consideration by the individual interests.

Mr. Elkinton was requested by the carriers to furnish some additional data as to certain statistics also the tonnage of some of the larger producing points as well as the tonnage from Wisconsin going to Trunk Line, South-eastern Central Freight and Eastern Trunk Line territories, separately and the subject would be given full consideration, whereupon the meeting adjourned.

SIDELIGHTS DISCUSSED AT CHEESE HEARING

Real bone of contention: Plymouth rates are too low; Marshfield and Southwestern Wisconsin rates are too high.

Concentration rates were originally at the carriers' own making or initiative based on approximately 50% of the third class rate, while today they are in some cases higher than third class.

Railways contend they have not the police power to prevent shippers from using the concentration rate to a concentration point and the rate out of the concentrating point that is less than the through rate from original shipping point (nevertheless the carriers have many instances of this description today in their present tariffs).

Mr. Elkinton does not advocate an "any quantity" rate nor a change from the present 20,000 pound minimum. He was asked by the carriers if he did not think the present minimum could be increased.

The concentration rates provide for an "equal tonnage out," that is to say if the C. & N. W. bring 50,000 pounds into Marshfield under the concentration scale of rates they will be given at least a like tonnage 50,000 pounds out of Marshfield.

Carriers requested Mr. Elkinton to furnish them, in addition to other information, with the cheese prices over a period of years.

It was stated by Mr. Elkinton that the cheese shipping industry did not demand refrigerator cars and that while this class of equipment was desirable to the business it was not a necessity and that during extreme shortage of equipment in general, cheese was loaded in box as well as stock cars.

Farmers and Merchants Can Do Away With Doubtful Eggs

Farmers, merchants, and shippers in the country districts will improve the reputation of the market egg if they give more and more attention to careful candling of eggs before they let them go any farther on the way toward the consumer. The presence of doubtful eggs hurts the reputation of all the eggs marketed and has a corresponding effect on the price. The wag responsible for the saying "a doubtful egg is a bad egg even if it is a good egg" said something no poultryman or egg dealer ever should forget.

Candling is the surest way to take doubt out of the egg case. The United States Department of Agriculture has a bulletin on the best methods and equipment for doing the work. Those who desire it should write to the department at Washington, D. C., for Department Bulletin 565, How to Candle Eggs. It contains descriptions of candlers for the handling of small numbers of eggs and for handling large quantities.

DECKO DOES IT DAILY

DECKO fed daily adds a pound of flesh at a cost of 4 to 7 cents for feeding. Would you buy poultry at 4 to 7 cents a lb. and resell at present market values? This is exactly what you achieve when you feed DECKO daily.

One of the largest midwest shippers fed DECKO daily through September and October. The gains in weight ran from 10 to 25 per cent in 4 to 6 days feeding DECKO'S daily performance is what counts.

DECKO is the only Fattener that is tested every day of the year for standard quality. It is fed continuously to market fowls at our own plant and the results are checked up daily.

This is your Guarantee that DECKO is always of full strength, potency and quality. Feed DECKO daily.

Write or wire today for prices.

The Simmons Milling Co.

153 W. Water St.

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TRAFFIC DEPARTMENT

SUBJECTS DOCKETED FOR CONSIDERATION WITH THE NATIONAL PERISHABLE FREIGHT COMMITTEE

The subjects which are outlined below will be discussed with the carriers at a hearing which will be held in the rooms of the National Perishable Freight Committee, 542 South Dearborn Street, Chicago, Ill., at 10:00 a. m., December 14, 1922. Representatives of the Executive Secretary's office will attend the hearing in order to register vigorous protests to the changes proposed.

Members are urged to study the proposals and notify the Executive Secretary of the effect that the proposed changes may have on their business:

Increase in Cost of Icing at Boston

The present charge for icing perishable freight at Boston and East Boston is \$4.00 per ton for ice and 75c per 100 lbs. for salt. The carriers propose to increase the charges for ice and salt as shown below:

	ICE Per Ton of 2,000 lbs.	SALT Per 100 lbs.
Boston and East Boston on Domestic Traffic	\$7.00	\$0.85
Minimum charges per car:		
When ice only is furnished....	6.00	
When salt only is furnished....		1.20
When both ice and salt are furnished	6.00	.85
On Export Traffic.....	4.00	.75

In justification of the proposed increased charges, the carriers comment as follows:

"None of the Boston railroads maintains a regular icing station in the Boston district. Icing is performed by local ice companies, the lowest charge in Boston being \$7.00 per ton for ice, minimum charge \$6.00 and \$1.20 per 140 lbs. of salt, minimum charge \$1.20.

"The difference between the amount charged the railroads by the ice companies and the amounts recharged by the railroads against consignees under current tariffs means an out-of-pocket expense to the railroads of approximately \$3.00 per ton of ice, which amounts to several thousands of dollars per month."

(Subject No. 767)

Increase in Cost of Icing at Kansas City, Mo.

The present charge for ice supplied by the carrier at Kansas City is \$4.00 per ton. The carriers have proposed to apply a charge of \$7.00 per ton for ice which is furnished certain cars as specified in the following note:

"The charge for all ice supplied at Kansas City, Mo., after arrival of cars on Team Tracks, Hold Tracks or Private Sidings will be \$7.00 per ton of 2,000 pounds. Does not apply on cars iced or reiced at regular icing stations."

(Subject No. 738)

Increase in Cost of Icing at Howell, Ind.

The present charge for ice supplied by the carrier at Howell, Ind., is \$4.00 per ton. It is proposed to increase this charge to \$4.50 per ton which is the charge now applicable to ice furnished at Evansville, Ind. The carriers

state that Howell, Ind., has been in the incorporated limits of Evansville, Ind., for the last five or six years, and that from every transportation standpoint Howell and Evansville are treated as one and the same point.

(Subject No. 745)

Increase in Cost of Icing at Bush Docks and Points on Bush Terminal Railroad Company at Brooklyn, N. Y.

The present charge for ice supplied by the carrier at Bush Docks and points on the Bush Terminal Railroad Company is \$4.00 per ton. It is proposed to increase this charge to \$8.00 per ton.

(Subject No. 772)

Charge for Ice on Cars Detained at Destination

Rule 630-E of Perishable Protective Tariff provides that shippers will be furnished with a refrigerator car to be loaded by shippers at their own expense with butter, butterine, eggs, cheese, dressed poultry, etc., moving on a basis of less carload rates, and no charge will be made for icing, reicing or refrigeration *provided* the aggregate weight is not less than 15,000 pounds per car, or when freight charges are assessed on basis of 15,000 pounds per car, and also provided the shipment is from one consignor at one point of origin to one consignee at one destination.

The carriers complain that they are being penalized by shippers or consignees because they are obliged to supply ice free to cars which are not unloaded promptly. It is further stated that because of this situation the following paragraph should be added to the above rule:

"After arrival of the car in the terminal train yard serving the destination and up to the time the car is in process of unloading on team tracks or until car has been placed on private or assigned siding, carriers will examine bunkers or tanks daily, and unless written instructions from shipper, owner or consignee are received to the contrary, when such cars require additional ice and/or salt during such period, they will be reiced, the charges for such ice and/or salt supplied will be in accordance with *charges as shown in Section 4 of the tariff or as amended.*"

It will be noted that the above rule does not make any provision for free icing for any period of time after arrival of the car in the terminal yard at destination although the complaint refers only to cars which are not unloaded promptly. Under the proposed rule a car may come in the yard with bunkers about one-fourth full of ice and although the unloading commenced within a reasonable time, the car would require additional ice and the shipper or consignee would have to pay for it.

(Subject No. 711)

Refusal of Less Than Carload Perishable Freight When Temperature Is 10 Degrees Above Zero or Lower

Rule 615 of Perishable Protective Tariff No. 1 reads as follows:

"Carriers reserve the right to refuse to accept shipments of perishable freight in 'Less than Carloads' when the outside temperature at loading station is *five degrees below zero*, or when the outside temperature in the territory through which shipments will pass, or at destination, is five degrees below zero, or the indications are

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that it will be such. In such cases the carriers also reserve the right to suspend or annul 'Scheduled Refrigerator Car Service,' if any."

The carriers now propose that the line be drawn at *10 degrees above zero* instead of five degrees below zero. The proposed rule would be unreasonable as applied to shipments of dressed poultry, butter, eggs and cheese.
(Subject No. 759)

CLAIM FOR LABOR CHARGES

Carrier Liable for Expense of Labor in Examining Undamaged Cases of Eggs Where Some Cases in the Same Shipment Show Damage

Bowman & Company has recently won two law suits concerning the much-disputed question of the liability of a carrier for the expense incurred by consignee in the ascertainment of damage. The suits were filed against the Wabash Railway and the Chicago & Alton Railroad. In both suits the jury awarded the plaintiff verdicts for the full amount; in other words, it was the opinion of the jury in both cases that the carrier is liable for the labor "in lifting covers" of all cases including the undamaged cases as well as for the time and expense involved in reconditioning the damaged cases.

The carriers contend that they are only liable for the cost of repairing the damaged cases. The rule in the classification concerning the much-mooted question reads as follows:

"No expense incurred by consignee in the ascertainment of damage will be allowed. In case of carrier's liability, actual and necessary charges incurred for labor and material in reconditioning the damaged cases and contents showing damage shall be borne by the carrier."

Another interesting question was brought up in the Chicago & Alton suit concerning the demurrage and extra icing charges which accrued because of the delay necessitated in reconditioning the damaged cases. The jury allowed the plaintiff to recover the extra amounts paid out for demurrage and icing.

Concerning the above quoted rule, it may be said that the interpretations given it by the various inspection bureaus have no place in the rule itself, no place in law and no place in good conscience and this was clearly demonstrated in the cases of Bowman & Company.

It is expected that the carriers will shortly submit the rules which were proposed at the hearings which commenced in Chicago on July 10 and terminated at Atlantic City on July 20 and at that time the rule in question will be gone into.

The attempt will be made, when the matter comes up, to have the rule so written that but one interpretation can be placed upon it.

Butter and Eggs

Western Trunk Line Tariff 84-D establishes a reduced rate of 83½¢ per 100 pounds on carload shipments of butter and eggs from Badger, Foley, Hayti, Lake Norden, Royhl and Thomas, S. D., to Chicago and Peoria, Ill. The rate became effective November 25, 1922.

Restoration of Rates on Egg Case Fillers

The carriers recently cancelled the rates on egg case fillers named in Agent Leland Tariff 44-L, applying from Kansas City and points taking Kansas City rates to destinations in Oklahoma. Shippers are now requesting that the rates be restored.

(Docket No. 6764 "Emergency")

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References: National Produce Bank, Chicago
Dun's and Bradstreet's

CHARGES ON LIVE POULTRY CARS

Proposal of Western Carriers to Assess \$10.00 Charge On Every Car Ordered—Subject Is Withdrawn

In the April issue of the Bulletin members were informed that Western Trunk Line Committee had docketed under its Subject No. 2180, a proposal to establish in the tariffs of Western carriers, a rule which would require the shipper of live poultry to deposit with the railroad agent at point of origin the sum of \$10.00 for each and every L. P. T. car ordered. The rule also provided that if the loading of the car was commenced within forty-eight hours following its placement, the amount deposited would be refunded to the shipper, and if loading was not commenced within the forty-eight hour period the amount deposited would be retained by the railroad.

The subject came up for hearing before the Western Trunk Line Committee on June 1, 1922, and vigorous protests to the proposal were entered by the National Poultry, Butter and Egg Association and other interests. The carriers gave serious consideration to the objections raised by the shippers' representatives and have now issued advice stating that they have withdrawn their proposal.

SUBJECTS DOCKETED FOR CONSIDERATION WITH THE SOUTHWESTERN FREIGHT BUREAU

Stoppage

Request for stoppage arrangements on live poultry and eggs between stations on the C. N. O. & T. P. Railway. It is desired that the same rules be provided for as now governs in connection with the L. & N. Railroad, and Southern Railway in Kentucky as published in notes 28 and 45 respectively in the Exceptions to the Southern Classification.

(Docket No. 7768)

Reduced Rates on Cheese to Chicago

Supplement No. 19 to Illinois Central Tariff 261-N ICC A-9539 establishes reduced rates on cheese, carload and less carload, from various points on the Illinois Central Railroad in Illinois to Chicago, Ill. A carload rate of 30c and less carload rate of 41c per 100 pounds will apply from McConnell and Winslow and a carload rate of 30c and less carload rate of 39½c per 100 pounds will apply from the following points. Alworth, Burlington, Buena Vista, Charter Grove, Colvin Park, Evarts, Freeport, Genoa, Hart, Irene, Orangeville, Perryville, Red Oak, Rockford, Scioto Mills and Seward, Ill. The reduced rates became effective November 10, 1922.

Eggs From Pacific Coast

The tariffs naming carload rates on eggs from Pacific Coast Territory to Eastern cities are now amended so that carload shipments of eggs will be subject to the rules of the Western Classification concerning the construction of egg cases, etc., and will also be subject to the special regulations governing car loading and delivery as provided in the classification. The change is published in Supplement No. 1 to Trans-Continental Tariffs 3-P and 2-Q and will become effective December 5, 1922.

LOWER MINIMUM ON LIVE POULTRY

Trans-continental Lines Have Agreed to Reduce Minimum on Westbound Shipments From 20,000 to 18,000 Pounds

The Trans-continental Freight Bureau has issued Rate Advice No. 1679 stating that the Western carriers have approved the application filed by shippers to lower the minimum weight on live poultry from 20,000 lbs. to 18,000 lbs. The change will apply to the Westbound movement from the East, West and South to Pacific Coast Territory, however the Southern & Eastern carriers have not as yet approved the change recommended by the Western carriers.

Item 2875 to Agent Countiss Tariff 1-U and Item 2900 to Tariff 4-R will be amended in the near future to publish the 18,000 pound minimum. The effective date of the change cannot be given at this time but members will be informed as early as possible after the date is made known.

Lower Cheese Rate

A reduced carload rate of 61c per 100 pounds has been established on cheese from Rice Lake, Wis., to Albert Lea, Minn. The rate is named in Supplement No. 22 to W. T. L. Tariff No. 50-J and will become effective December 15, 1922.

Transportation for Caretakers

In the October issue of the Bulletin members were informed of the proposal of the carriers to establish certain rules regarding the free transportation of caretakers of Live Poultry shipments moving between points in Southwestern territory.

The rules as published in the Bulletin are to be made effective on December 19, 1922. The change is published in Supplement 2 to Agent Leland Rules-Circular 2-U ICC 1545.

Rates on Import Canned Eggs

Supplement No. 2 to Transcontinental Tariff 30-I ICC 1111 established a reduced carload rate of \$1.50 per 100 pounds on desiccated and frozen eggs in cans, minimum 36,000 pounds, from Pacific Coast ports to Eastern cities on shipments originating at Asiatic points, Australia, Fiji Islands, New Zealand, Philippine Islands, Central America, Hawaiian Islands, Mexico, Oceania or South America. The reduction became effective November 11, 1922.

Rates on Poultry Coops

The Southern Freight Association has for consideration and is handling under Subject No. 7852 an application filed by shippers to amend the tariffs of Southern carriers which publish commodity rates on lumber to include commodity rates on wooden poultry coops, knocked down, and also wooden box or crate material. It is proposed that the rates be made by adding 5 cents per 100 lbs. to the published lumber rates.

ROSTER

National Poultry, Butter & Egg Association

NOTE: Members should keep in mind that our Membership Ledgers—not this Roster—constitute the highest authority regarding every membership. Extra care is taken to see that every name and address is correctly shown in the Roster. But in making corrections and adding new names constantly it happens now and then that printers make new errors or leave out names or addresses inadvertently. Pressure of work in the Executive Secretary's office precludes checking the Roster with the Membership Ledgers before going to press every month, though this is done as often as possible.

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 NATIONAL EGG Co., 160 N. Market St.
 NATIONAL PROD. Co., 208 N. Wells St.
 AD. NEWMAN & SON, 4420 S. Ashland Ave.
 NAOMI PRODUCE Co., 309 W. So. Water St.
 O'HEARN & SHERMAN, 64 S. Water St.
 THOS. E. O'NEILL Co., 218 N. Wells St.
 NORTH-WEST PRODUCE Co., 834 No. Racine Ave.
 O. W. OLSON Co., 136 W. Lake St.
 OSTROWSKY & SIMKIN, 206 W. So. Water St.

MORRIS OVSON Co., 30 N. Green St.
 OXLEY & RICHTER Co., 208 N. Wells St.
 POLMAN & TERRY, 216 W. So. Water St.
 PRESSBURGER & OLDENBURG, 706 W. Randolph St.
 G. W. RANDALL & Co., 211 W. South Water St.
 B. W. REDFEARN, 208 N. Wells St.
 HARRY H. REDFEARN & Co., 208 N. Wells St.
 A. S. ROE & Co., 208 N. Wells St.
 ED. RUEB & Co., 703 W. Randolph St.
 M. P. RUTLEDGE, 1111-1113 Fulton Market.
 JOHN SANDER, 1053-1055 W. Lake St.
 SCHRIEBER & FALKER, 136 W. Lake St.
 SCHWEIZER COMMISSION Co., 654 W. 63rd St.
 JOHN M. SHAWHAN, 136 W. Lake St.
 GEO. S. SLOAN & SONS, 62 W. So. Water St.
 SNYDER, HARRY, Co., 223 W. So. Water St.
 F. J. SOKOL, 208 N. Wells St.
 SONENBLICK & SHAPIRO, 207 W. So. Water St.
 SPANGENBERG & Co., 48 W. Kinzie St.
 STANDARD COMMISSION Co., 329 W. So. Water St.
 STEFFEY BROS., 118 W. So. Water St.
 FRANK SWEENEY, 192 N. Clark St.
 E. B. TEETS & Co., 322 W. So. Water St.
 ED. TERMAN & Co., 321 W. So. Water St.
 TITMAN EGG Co., INC., 400 N. Elizabeth St.
 JOHN R. TYLER Co., 208 N. Wells St.
 M. UHLMANN & Co., INC., 171 W. So. Water St.
 A. T. ULLMANN Co., 1014 Fulton St.
 WASKOW BUTTER Co., 346 W. So. Water St.
 WATSON & KELLEY, 320 W. South Water St.
 C. H. WEAVER & Co., 67 W. South Water St.
 WEINBERG BROS. & Co., 1052-54 Fulton Mkt.
 WENDEL & BRIGGS, 951 Fulton Market.
 O. E. WHITCOMB & SON, 210 W. South Water St.
 J. H. WHITE & Co., 955 Fulton Market.
 W. T. S. WHITE, c/o Morris & Co., U. S. Yards.
 WILSON & Co., Prod. Dept., U. S. Yards.
 HENRY YEPSEN & Co., 207 N. Wells St.
 ZAMBRENO BROS. & Co., 918 Fulton St.
 ZIMMERMANN & SMITH, 336 W. So. Water St.

INDIANA

ADAMS PRODUCE Co., 203 S. Main St., Rushville.
 ATLESS PRODUCE Co., Lafayette.
 J. E. BEYER, Rochester.
 BAREFOOT PRODUCE COMPANY, Cowan.
 BLOOMFIELD ICE & PRODUCE Co., Bloomfield.
 E. E. BOGAN Co., Goodland.
 E. BRAUDE, Silver Lake.
 L. J. BRETZ, Huntingburg.
 CLOVER LEAF CREAMERIES, Huntington.
 DEARMIN & Co., Odon.
 DECATUR PRODUCE Co., Decatur.
 L. J. DELUCENAY, Ashley.
 R. L. DITZLER, Huntington.
 FEAR-CAMPBELL Co., Frankfort.
 GEO. FREESE'S SONS, Nappanee.
 FOUNTAIN PRODUCE Co., Veedersburg.
 F. H. GEORGE & Co., 116 W. Columbia St., Ft. Wayne.
 D. W. HARRIS Co., Green's Fork.
 HARRIS-HARDMAN Co., Richmond.
 HAVENS BROS., Ladoga.
 O. L. HOESE, Worthington.

HOUGHLAND & MILLER, Boonville.
 IDEAL POULTRY & PRODUCE Co., Ft. Wayne.
 INDIANA PRODUCE Co., Worthington.
 THE E. R. JAKES Co., Thorntown.
 L. E. JONES, Churubusco.
 J. A. LONG, c/o J. A. Long Co., Portland.
 C. J. LOYD & Co., Greensburg.
 McLANE & Co., Shelbyville.
 MIAMI PRODUCE Co., Peru.
 S. MOSKOWITZ & Co., Evansville.
 MURPHY & Co., Princeton.
 O. OLIVER & SON, Madison.
 THOMAS OWENS, Angola.
 HENRY PFAU, 224 Ninth St., Jasper.
 THE PFEIFFER SALES Co., Logansport.
 RIFFERT BROS., Haubstadt.
 SCHLOSSER BROS., Frankfort.
 SHERMAN WHITE & Co., Ft. Wayne.
 A. B. STAHL, Oakland City.
 VAN BUREN PRODUCE Co., Van Buren.
 J. L. WILLIS & SON, Petersburg.

Indianapolis

INDIANAPOLIS POULTRY Co.
 GEORGE M. RUBIN, 636 Washington Ave.
 THE WADLEY Co., North St. & Canal.

IOWA

A. BAIRD & SON, Lohrville.
 BOOS PRODUCE Co., West Bend.
 BOAS PRODUCE Co., West Bend.
 BURLINGTON PRODUCE Co., Burlington.
 CENTRAL CITY PROD. Co., Central City.
 CHARLTON & BOWEN, Rolfe.
 CHEROKEE POULTRY Co., Cherokee.
 J. A. CROWTHER, Pocahontas.
 P. M. DAHLEM, Cascade.
 O. ELLINGSON, Webster City.
 C. A. ENGLISH, Ottumwa.
 E. J. FARLEY, Monticello.
 C. ALVIN FOSSE, LaPorte City.
 TYNDALL N. FOSSE, Ridgeway.
 GIST, McDOWELL POULTRY & EGG Co., Spencer.
 M. J. GOODRICH, Strawberry Point.
 GOODRICH & GALLAGHER, INC., Waverly.
 E. C. GRADY, Reinbeck.
 M. & J. R. HAKES, Laurens.
 HALL PRODUCE Co., Sigourney.
 HANFORD PRODUCE Co., Sioux City.
 HANSEN PRODUCE Co., Maquoketa.
 F. H. HATCH Co., Edgewood.
 HAWKEYE PRODUCE Co., Brookdale Ave., Chariton.
 E. B. HIGLEY Co., 409 S. Federal St., Mason City.
 T. M. HOOPER PRODUCE Co., Chariton.
 HURD CREAMERY Co., Council Bluffs, Iowa.
 INDEPENDENCE PRODUCE Co., Independence.
 INDEPENDENT PRODUCE Co., 1801 W. 3rd St., Davenport.
 IOWA CITY PRODUCE Co., Market & Gilbert Sts., Iowa City.
 IOWA GRAIN & PRODUCE Co., Burlington.
 CARL T. IRISH, Montour.
 JENSEN'S CREAMERY Co., Coon Rapids.
 W. E. KEENEY, Clarinda.
 WM. H. LAPP, c/o Ames Produce Co., Ames.
 A. R. LOOMIS & SON, Fort Dodge.
 LOVETT & DAVIS PROD. Co., Manchester.
 S. W. MAHON, Sigourney.
 MARSHALLTOWN PRODUCE Co., 213 Market St., Marshalltown.
 MERCHANTS PRODUCE EXCHANGE, Meservey.

J. D. MINIUM, Clear Lake.
 JOHN MORRELL & Co., Ottumwa.
 E. G. MORSE, Mason City.
 NAGLE BROS. POULTRY Co., Marcus.
 PERFECT PRODUCE Co., Solon.
 MT. PLEASANT PRODUCE Co., Mt. Pleasant.
 J. H. NEIL CREAMERY Co., Tama.
 NEWTON PRODUCE Co., Newton.
 G. W. NICHOLSON & Co., Grand Junction.
 NICKLES & SON, Corydon.
 NORTHERN IOWA PRODUCE Co., McGregor.
 W. L. OGDEN & Co., 305 Pearl St., Sioux City.
 W. B. PARROTT Co., Manning.
 PETERSON BROS., 6th Ave. & River Front, Clinton.
 REISMAN Co., Oskaloosa, Iowa.
 W. S. REISTER & SON, Washington.
 FRED REUM & Co., 218 W. Water St., Decorah.
 H. S. RHYNSBURGER, 9th Ave., E., Oskaloosa.
 J. RUSSELL, Winfield.
 R. D. SMITH, Swea City.
 ST. ANSGAR PRODUCE Co., St. Ansgar.
 SCHEIDEL PRODUCE Co., Ossian.
 SHOTWELL & Co., Des Moines.
 J. A. SHANNON & SON, Iowa Falls.
 SHELDON PRODUCE Co., Sheldon.
 J. A. SILVER & Co., Stockport.
 A. P. SONDERGAARD & Co., Mason City.
 UNION PRODUCE Co., Lorimor.
 E. B. WADE, West Liberty.
 WAVERLY PRODUCE Co., Waverly.
 WAYNE F. WALLER, Garner.
 WESCOTT & WINKS, Sumner.
 WILSON SHOTWELL Co., Perry.
 R. W. WINSLER, Moravia.
 WOLDUM PRODUCE Co., Decorah.

KANSAS

M. N. ALEXANDER & Co., Fort Scott.
 BEATRICE CREAMERY Co., Topeka.
 THE BELLE SPRINGS CRY. Co., Abilene.
 THE BLUE VALLEY PACKING Co., Marysville.
 J. E. BREWER, Box 226, Abilene.
 COGHILL COMMISSION Co., Iola.
 CONCORDIA CREAMERY Co., Concordia.
 ELLSWORTH PROD. Co., Ellsworth.
 FARMERS' PRODUCE Co., Burlington.
 J. F. GRENNAN PROD. Co., Garnett.
 HANNA POULTRY & EGG Co., Goffs.
 H. C. HOERMAN, Linn.
 T. JENSEN & BROS., Emporia.
 KANSAS EGG & POULTRY Co., Hillsboro.
 KANSAS ICE & STORAGE Co., Salina.
 A. S. KININMONTH & Co., Winfield.
 LATHAM & SONS, Ottawa.
 M. McMAHON, Beattie.
 MERRITT-SCHWIER CREAMERY Co., Great Bend.
 THE METZ PACKING Co., Concordia.
 PADEN & THOMPSON, Lyons.
 SALINA POULTRY Co., Salina.
 SCANTLIN BROS., Pratt.
 SEYMOUR PACKING Co., Topeka.
 STEWART POULTRY Co., Valley Falls.
 TOPEKA PACKING Co., Topeka.
 A. TROUT, Melvern.
 S. C. WALKER & SON PRO. Co., Smith Center.

KENTUCKY

H. G. WARD-PRODUCE Co., Glasco.
 E. BOWERS Co., Paducah.
 N. F. BRENT, Paris.
 DAVIDSON BROS., INC., Glasgow.
 C. G. GAULT PROD. Co., Maysville.
 S. H. GRINSTEAD Co., Lebanon.
 HARRODSBURG ICE & PRODUCE Co., Harrodsburg.
 HAWKINS, SMITH, TOOHEY & Co., Shelbyville.
 S. F. HOLCOMB, Murray. Branches at Hol-low Rock, Tenn., and Parsons, Tenn.
 HULEN-TOOPS Co., Bowling Green.
 MALONEY DAVIDSON Co., 128 E. Jefferson, Louisville.
 MILLER BROS. & Co., Owensboro.
 GEO. P. TAYLOR Co., Burnside.
 ALVA WEST, Mgr. Star Produce Co., Maysville.
 J. P. WRIGHT, Salt Lick.
 H. WILSON & Co., Fordsville.
 HARVEY J. ZWICKER, Gen. Mgr. Frank Fehr Cold Storage Co., Louisville.

LOUISIANA

GOODMAN & BEER Co., INC., 400 Paydras St., New Orleans.
 A. S. KOTTWITZ & Co., 443 S. Peters St., New Orleans.
 JOS. LALA & Co., 534 French Mkt., New Orleans.
 JOS. SAMUEL Co., INC., 327 Paydras St., New Orleans.
 SOUTHLAND PRODUCE Co., 505 Travis St., Shreveport.

MARYLAND

BLATTER BROS., 119 W. Pratt St., Baltimore.
 HENDERSON, LINTHICUM & Co., 3 E. Camden St., Baltimore.
 E. E. HURLBURT, 3 Emerson Tower Bldg., Baltimore.
 ARTHUR MEDWEDEFF, 308 Law Building, Baltimore.
 JOHN POEHLMAN & SONS, 405 N. Washington St., Baltimore.
 ROBINS & Co., 112 South St., Baltimore.
 JOSEPH SMELKINSON, 139 W. Camden St., Baltimore.
 DIXON R. SMITH & Co., 217 Hanover St., Baltimore.
 STEVENS BROS., 226 Charles St., Baltimore.

MASSACHUSETTS

CAMBRIDGE POULTRY Co., Cambridge.
 JAMES L. HUMPHREY, JR., New Bedford.
 GENERY STEVENS Co., Worcester.

Boston

ADAMS, CHAPMAN Co., 37 N. Market St.
 ALLEY GREEN & PIPE Co., 3 and 4 N. Market St.
 S. K. AMES, 168 Milk St.
 I. H. BALLOU & Co., 75 S. Market St.
 BARTLETT VARNEY & Co., 21 N. Market St.
 BATCHELDER & SNYDER Co., 49 Blackstone Street.

BOLTON & HICKS, 21 Merchants Row.
 BORST PIERCE Co., 9 Blackstone St.
 ALTON E. BRIGGS, Faneuil Hall Market.
 BRYANT & ORDDWAY Co., 1 So. Side Faneuil Hall Market.
 S. L. BURR & Co., 74 So. Market St.
 CHAMBERLAIN & Co., INC., 25 S. Market St.
 CHAPIN & ADAMS Co., 35 S. Market St.
 HAROLD E. CORSON, Faneuil Hall Market, Fruit & Products Exchange.
 C. R. CORWIN Co., Faneuil Hall Market.
 CRAIG HAPGOOD Co., INC., 39 S. Market St.
 ARTHUR E. DORR & Co., 12 North St.
 EASTERN BUTTER Co., 15 John St.
 EASTERN POULTRY & EGG Co., 77 Fulton St.
 J. R. ELLIS & SON, 50 S. Market St.
 G. A. FALES Co., 25 N. Market St.
 JOHN H. FARNUM & SON, 65 Clinton St.
 FOWLE, HIBBARD Co., 176 State St.
 GOLDSMITH-STOCKWELL Co., 27 S. Market Street.
 GREEN & Co., 80 S. Market St.
 WM. J. HAIRE Co., 30 S. Market St.
 HILTON & ALDRICH Co., 40 S. Market St.
 RALPH H. HOSMER, 10-16 Faneuil Hall Mkt.
 H. A. HOVEY & Co., 30 Faneuil Hall Mkt.
 HYDE-WHEELER Co., 39-41 Commercial St.
 THE H. J. KEITH Co., 72 S. Market St.
 J. F. KIMBALL Co., 31 N. Market St.
 LAMSON & Co., 13 Blackstone St.
 G. M. D. LEGG Co., 33 S. Market St.
 LEWIS, MEARS Co., 33 S. Market St.
 A. & O. W. MEAD & Co., 35 N. Market St.
 A. E. MILLS & SON, 27 Commercial St.
 CHAS. E. MILLS, 19 Boston Fruit & Produce Exchange.
 PATCH & ROBERTS, 17 N. Market St.
 P. F. QUINN, 31-33 Merchants Row.
 RADLO BROS. Co., 21-23 S. Market St.
 L. A. ROGERS Co., 70 S. Market St.
 B. RUTSTEIN & SONS Co., 105 Fulton St.
 R. W. SAWTELLE, 16 Boston Fruit & Pro. Ex.

SMILEY BROS., 5 Blackstone St.
 A. M. SMITH & Co., 31 Commercial St.
 STANDARD POULTRY & EGG Co., 37 Fulton St.
 CHAS. H. STONE & Co., 61 Chatham St.
 THORNDIKE & GERRISH Co., 19 N. Market Street.
 TITMAN EGG Co. OF MASSACHUSETTS.
 A. VALENTE & Co.
 T. H. WHEELER Co.
 E. E. WILSON Co., 7 Blackstone St.
 W. F. WYMAN & Co., 4 Faneuil Hall Mkt.

MICHIGAN

CADILLAC PRODUCE Co., Cadillac.
 THE N. A. HOBAN Co., 114-116 W. 1st Ave., Flint.
 HUGH M. HURD, Eaton Rapids.
 IONIA EGG & POULTRY Co., Ionia.
 KENT STORAGE Co., Grand Rapids.
 ROBT. PARK, Caro.
 J. T. RIDLEY, Greenville.
 WILLIAMSON BROS., Tecumseh.

Detroit

ALDERSON-HUARD Co., 480 Riopelle St.
 AMERICAN BUTTER & CHEESE Co., 480 Howard Ave.

CLARENCE J. CHANDLER, 1640 Penobscot Bldg.
 GEO. L. COLLINS & Co., 30 Market St.
 DETROIT BEEF Co., 1903 Adelaide St.
 GEO. R. ELDRIDGE Co., 2656 Eighteenth St.
 FALTS POULTRY MARKET, 54 W. Elizabeth Street.
 GESSNER PRODUCE Co., Eastern Market.
 HARRIS & THROOP, 777 Michigan Ave.
 J. W. KEYS COMM. Co., 2478 Riopelle St.
 C. H. LAHUE & Co., Eastern Market.
 F. J. SCHAFER & Co., 1462 E. High St.
 SCHILLER BUTTER & Egg Co., 654 Jos Campau.
 SMITH POULTRY & Egg Co., 26 Western Market.
 A. F. THIBODEAU & Co., 492 Howard Ave.
 TONER COMMISSION Co., 480-Riopelle St.

MINNESOTA

BACKMAN PRODUCE Co., Waterville.
 BENSON PRODUCE Co., Benson.
 BRIDGEMAN-RUSSELL Co., Duluth.
 CENTRAL MINN. PRODUCE Co., Willmar.
 E. B. DAVIS & Co., Spring Valley.
 DULUTH CREAMERY & PROD. Co., 7th Ave. W. & R. R. St., Duluth.
 JULIA M. FINK, Librarian, Faribault.
 SEYMOUR L. FOSSE, Lanesboro.
 HUTCHINSON PRODUCE Co., Hutchinson.
 JOHNSON PRODUCE Co., Cokato.
 F. J. KASPER Co., 310-312 N. Cedar St., Owatonna.
 LE ROY PRODUCE Co., Le Roy.
 LEVINE BROS., Duluth.
 LITCHFIELD PRODUCE Co., Litchfield.
 JOHN LYNARD, Owatonna.
 F. C. MARPE, Secy., Southern Minnesota Egg, Butter & Poultry Assn., Albert Lea.
 H. M. NOACK & SONS, Arlington.
 NO. AMERICAN CRY. Co., Alexandria.
 NORTHERN COLD STG. & WHSE. Co., Duluth.
 PETERSON BIDDICK Co., Wadena.
 JOSEPH J. SCHATZ, Montgomery.
 J. W. SILL, Belgrade.
 STEUBE BROS., 118 N. Main St., New Ulm.
 STORK BROS., New Ulm.
 SUNDE & ROMINE, New Richland.
 GEO. D. TRACY, Tracy.
 WILLIAMS PRODUCE Co., Fergus Falls.
 WORTHINGTON CREAMERY & PROD. Co., Worthington.

Minneapolis and St. Paul

BOYD & HILBERT, 22 Central Mkt.
 R. E. COBB Co., St. Paul.
 JACOB E. DECKER & SON, 513 Third Ave. N.
 DE SOTO CRY. & PROD. Co.
 EDWARDS BROS., 119 Sixth St.
 FAIRFAX PRODUCE Co., 420 N. Third Ave.
 J. H. KERSTEN & Co., 204 Market State Bank Bldg.
 KLINGELHUTZ & MARTINSON, 121 N. 6th St.
 MEAGHER & PARSONS, 5th St. North.
 ROSS C. MORFORD, Market State Bank Bldg.
 NORTHERN PRODUCE Co., St. Paul.
 J. W. PERRIN & Son, 29 Central Market.
 SAMELS BROS. Co., Minneapolis.
 J. W. SHARPE, Minneapolis.
 TILDEN PROD. Co., St. Paul.

MISSISSIPPI

REX PRODUCE Co., Myrtle.

MISSOURI

BLATTNER BROS. MERC. Co., Wellsville.
 A. F. BROCKMAN, Concordia.
 BROWNING FARMERS CLUB, Browning.
 W. L. DAVENPORT Co., 219 N. Jefferson St., Mexico.
 A. B. DRESCHER, Hannibal.
 J. H. DUNN, Meadville.
 W. C. ELLIS, Mountain Grove.
 GOODWIN & JEAN, Jackson.
 R. F. GRIFFITH, Fulton.

HENDERSON'S PRODUCE Co., Monroe City.
 J. V. KESTERSON, Odessa.
 KUHN BROS. MERC. Co., Troy.
 W. D. LAW, Springfield.
 D. N. LIGHTFOOT & SON, Springfield.
 LINDLEY-BUSTER PROD. Co., Inc., Bucklin.
 MACON PRODUCE Co., Macon.
 W. B. McLAIN & SON, Higginsville.
 J. H. MIKEL BRO. & Co., South Gifford.
 C. S. MILLER PRODUCE Co., Neosho.
 MISSOURI EGG & POULTRY Co., Box 164, Sedalia.
 E. OLIN & SON, 112 E. Lexington St., Independence, Missouri.
 RALLS COUNTY MERCANTILE Co., Center.
 S. D. RARDIN, JR. & Co., Ridgeway.
 J. I. REED & SON, Bolivar.
 C. L. RHODES PROD. Co., Springfield.
 E. F. ROBERTS, Queen City.
 A. W. VANDERFORD, Clinton.
 A. B. WILKERSON, Aurora.
 WILLOW SPRINGS CRMY. Co., Willow Sprgs.

St. Louis

AMERICAN EGG & POULTRY Co., 501 N. 3rd St.
 H. B. BEATY, 408 Franklin Ave.
 H. H. BERGMANN, Secy., Missouri Egg & Poultry Shippers' Assn., 133 N. Third St.
 BOHN-LENARTZ COM. Co., 714 N. 4th St.
 HY BOMZE, 817 N. Third St.
 HENRY BROEDER'S SONS COM. Co., 813 N. Third St.
 E. J. CRAMER COMMISSION Co., 709 N. 3rd St.
 DICKSON & SONS, 837 N. Third St.
 DONNERBERG & Co., 507 Wash St.
 A. A. EASTON Co., Inc., 931 N. Broadway.
 ENTERPRISE COMMISSION Co., 925-927 N. Broadway.
 BRUNO FRANZ SONS, 919 N. Broadway.
 OSCAR B. FRANZ COM. Co., 417 Morgan St.
 WALTER B. FRANZ & Co., 810 N. Fourth St.
 JOHN FREY & Co., 420 Wash St.
 FRISCO COMMISSION Co., 800 N. Fourth St.
 GREENLEE PRODUCTS Co., Lewis & O'Fallon Sts.
 R. HARTMANN PRODUCE Co., 14 S. 2nd St.
 FRED HEGER, 419 S. Franklin Ave.
 THE HICKEL Co., 1018 N. Broadway.
 HILMER COMMISSION Co., 822 N. Third St.
 HOFMANN BROS. PRODUCE Co., 700 N. 2nd St.
 H. W. KUEHAUS, 419 Franklin Ave.
 B. LANDAUER, 907 N. Fourth St.
 LOPATO BIERMAN COM. Co., 811 N. Third St.
 E. L. LYNCH POULTRY Co., 807 N. 4th St.
 CHAS. P. MANN & Co., 713 N. 3rd St.
 ARNOLD MATTER COM. Co., 704 N. 4th St.
 E. B. MCKEE COMMISSION Co., 717 N. 3rd St.
 McLAIN-ALCORN COM. Co., 701 N. 3rd St.
 MEYER BROS. COMMISSION Co., 816 N. 3rd St.
 NIEMEYER-BUCHMUELLER COM. Co., 816 N. 3rd St.
 FRANK J. OECHNER, 1109 N. Third St.
 PROGRESSIVE COMMISSION Co., 803 N. 3rd St.
 J. W. RAGLAND COMMISSION Co., 415 Wash. St.
 A. A. REHBEIN, 220 Market St.
 GEO. F. RICKER & Co., 716 N. 2nd St.
 A. M. ROBINSON & Co., 714 N. 3rd St.
 ST. LOUIS BUTTER Co., 821 N. Third St.
 SCHEITLIN & HOFFMAN, 820 N. Third St.
 L. J. SCHULTE COM. Co., 824 N. Third St.
 SCHUMACHER COMMISSION Co., 700 N. 3rd St.
 UHRIG BROS., 812 N. Fourth St.
 BURT WOODSON COM. Co., 933 N. Broadway.
 DAVE WURTH COMMISSION Co., 809 N. 3rd St.
 GEO. WURTH COM. Co., 710 N. Third St.
 ZELLE BROS. PROV. & COM. Co., 702 N. 3rd St.

Kansas City

AARON POULTRY & Egg Co.
 J. M. ADAMS, 319 Produce Exchange Bldg.
 C. J. AUS, 211 Produce Exchange Bldg.
 A. W. BEAR COM. Co., 117 E. Fourth St.
 RALPH HURST & Co., 115 E. Fourth St.
 S. J. HURST, 515 Grand Ave.
 MERIDEN CREAMERY Co., 21st and Central Sts.
 J. W. REYNOLDS, Prod. Exchange Bldg.
 CARL C. STENTZ, 203 Produce Exchange Bldg.
 SPENCER PRODUCE Co., 14 West 4th St.

MONTANA

HENNINGSEN PRODUCE Co., Butte.

NEBRASKA

ALMA PRODUCE Co., Alma.
 HENNINGSEN PROD. Co., Superior.
 C. MOZER, Box 495, Lincoln.
 NELSON BROS. POULTRY Co., Lincoln.
 NORFOLK POULTRY Co., 403 N. 3rd St., Norfolk.
 THOMASSEN PRODUCE Co., Humphrey.
 WAHOO PRODUCE Co., 301 East 5th St., Wahoo.
 YORK PRODUCE Co., York.

Omaha

GEO. E. CLARK, 1327 W. O. W. Bldg.
 FAIRMONT CRY. Co., 12th & Jones Sts.
 THE JERPE COMMISSION Co., 422 11th St.
 KIRSCHBRAUN & SONS, Inc., 9th and Dodge Sts.
 OMAHA COLD STORAGE Co.

NEW JERSEY

AMMON & PERSON, 4th and Henderson Sts. Jersey City.
 M. AUGENBLICK & BRO., 16 Commerce St., Newark.
 C. E. BARKER & Co., 38 Commerce St., Newark.
 ROBT. L. BEYER, 1915 Atlantic Ave., Atlantic City.
 COLUMBIA CHEESE Co., 85 Commerce St., Newark.
 DEBOW & Co., 32 Commerce St., Newark.
 BARNETT GABRIEL, c/o Great Atlantic & Pacific Tea Co., Jersey City.
 GUARANTY EGG CORPORATION, 108 Sylvan Ave., Newark.
 GERHARD & PAGELS, 218 N. Willow St., Trenton.
 GUDE & COLE, INC., 102 Mulberry St., Newark.
 ADAM HEBELER & Co., 46 Commerce St., Newark.
 GUS LUDWIG, c/o Great A. & P. Tea Co., Jersey City.
 WILKINSON, GADDIS & Co., 85 Parkhurst Newark.

NEW YORK

DAVIS & PELTON, 152 Baldwin St., Elmira.
 SAMUEL C. DUFF & SON Co., 1119 E. Fayette St., Syracuse.
 THE LAWLOR & CAVANAUGH Co., Troy.
 JOS. A. MINST, 359 Broadway, Albany.
 EDWARD D. VINAL, 202 North West St., Syracuse.
 WM. S. RILEY Co., Scott Place, Rochester.
 W. J. SKILLICORN, Albany.
 WHITNEY & EMERY, 113 Ardmore St., Rochester.

Buffalo

BREDENBERG BROS., 96 W. Market St.
 BUFFALO BUTTERINE Co., 171 Perry St.
 RAYMOND S. CLUM, 101 Columbia St.
 JACOB DOLD PACKING Co., 745 William St.
 THE FAIRMONT CREAMERY Co.
 GOLDSTEIN & LIPPMAN, 165 Scott.
 HICKMAN & COWARD, 150 Michigan Ave.
 F. W. JEHLE, 155 Washington Mkt.
 CHAS. E. ROESCH, 10 Broadway Mkt.

SATULOFF BROS., 145 Michigan St.
F. F. STONE, 98 W. Market St.
WALTER A. TUTTLE, 55-57 E. Market St.
J. M. WATTLES & SON, 152 Michigan St.
FRANK E. WATTLES & BRO.
WAX & SUGARMAN, 159 Michigan St.
W. M. C. WILL, 163 Scott St.
WILL & ZAEFFEL, 59 E. Market St.

New York City

C. F. ADAMS & Co., 13 Harrison St.
ALBERT & GERBER, 315 Greenwich St.
E. S. ALPAUGH & Co., 18 Bloomfield St.
HARRY ATLAS, 360 Greenwich St.
ARMSTRONG & HESSE, 330 Greenwich St.
JUAN A. BABCOCK, 168 Duane St.
E. R. BALZER, 220 Greenwich St.
F. C. BARGER & Co., 158 Franklin St.
H. BEHRMAN & SONS, 366 Washington St.
BERMAN & BAEDCKER, Inc., 28 Thirteenth Ave.
NATHAN BLACKMAN, 362 Greenwich St.
DANIEL P. BOEHM, Inc., 331 Washington St.
JOHN H. BORGER & Co., 134 Reade St.
C. M. BRITTEN, 22 Harrison St.
GEO. G. BROWN, W. Washington Mkt.
S. S. BROWN Co., 43 Jay St.
BROWN & ROOT Co., 165 Reade St.
BRYAN DUVAL Co., Inc., 105 Hudson St.
C. T. BULLARD & Co., 171 Duane St.
BUTTS & MILLER Co., 325 Washington St.
CENTRAL GROCERY Co., 150 Reade St.
CHELSEA LIVE POULTRY Co., 39 Loew Ave.
CHAS. COLLINS Co., 1 13th Ave.
COLONIAL BUTTER & EGG Co., Greenwich St.
GEORGE COOK, JR., 329 Washington St.
F. M. COUGHLAN & SON, 172 Duane St.
GEO. E. CUTLER, 331 Greenwich St.
ANDREW DAVEY, Inc., 5 E. 134th St.
CHARLES DEUTSCH, 319 Greenwich St.
DE WINTER & STEWART, Inc., 321 Washington St.
DROSTE & SNYDER, 177 Duane St.
DU MOND & FELTEN, Inc., 325 Washington St.
N. DURHAM & SONS, 313 Washington St.
LEWIS EBERT & SONS, 151 Reade St.
EGBERT & CASE, 11 Jay St.
W. W. ELZEA, Inc., 327 Washington St.
THE ENGEL Co., 123 Barclay St.
ENVARD & GODLEY, Inc., 171 Duane St.
FARMERS COMMISSION HOUSE, 27 Harrison St.
FICKEN, COFFIN & Co., 168 Duane St.
FITCH, CORNELL & Co., 16-18 Jay St.
SAMUEL FLECK & Co., Inc., 48 Bloomfield St.
JULIUS FLEISCHL, 514 Westchester Ave.
J. C. FORD & Co., Inc., 368 Greenwich St.
FOX RIVER BUTTER Co., 78 Hudson St.
I. FOX SONS, Inc., 194 Green Place, Brooklyn, N. Y.
SOL. FRANKEL, W. Washington Mkt.
J. GEWIRTZ, 303 E. 4th St.
GOTTFRIED-MARSHALL Co., 142½ Reade St.
A. GROSSMANN & Co., 153 Reade St.
GUDE BROS., KIEFFER Co., 21 Jay St.
H. HAGEN & Co., 81 N. Moore St.
HANCE BROS. Co., W. Washington Mkt.
W. H. HENNEBERGER, Inc., 329 Greenwich St.
JOSEPH J. HEROLD, 17 Harrison St.
GEORGE F. HINRICHS, Inc., 341 Washington St.
W. M. J. HINRICHS, 423 W. 14th St.
HODUPP EVANS COMPANY, Inc., 7 Harrison St.
W. M. G. HOLLROCK, 359 Greenwich St.
AD. HONIGSBERG & Co., 300 Greenwich St.
CHAS. B. HOVEY, W. Washington Mkt.
JEWELL BROS., W. Washington Mkt.
JEWELL KOENIG & Co., W. Washington Mkt.
T. W. JOHNSON, 361 Washington St.
HUGO JOSEPHY & SONS, 448 West 14th St.
BENJ. KALMANSON, 310 Greenwich St.
KASSEL POULTRY Co., W. Washington Mkt.
J. J. KILCOYNE Co., Inc., 148 Reade St.
J. M. KLEIN, 329 Washington St.
KOSSAR & Co., W. Washington Mkt.

CHRISTIAN H. KOSTER, 863 Washington St.
KURTIN & KURTIN, 305 Greenwich St.
LAMBLY & ALPAUGH, 18 Harrison St.
LASS & COHEN, 450 W. 14th St.
GUSTAV F. LAWRENCE, 6 Harrison St.
LEWIS MEARS Co., 127 Reade St.
FREDERICK F. LOWENFELS, 348 Greenwich St.
W. B. LUNN'S SONS, 304 Greenwich St.
W. H. MAPES, 137 Reade St.
THOS. J. MAY Co.
FRANK A. McGRAIL Co., Inc., 139 Reade St.
C. F. McGUIRE, 13 Harrison St.
A. E. McMULKIN, 201 Franklin St.
CHAS. P. MECABE & SON, 17 Jay St.
SAMUEL MIERFELD, 3 Harrison St.
J. W. MELONEY Co., Inc., 339 Greenwich St.
ALEX MERSEL, 191 Duane St.
MOTTUS BROS., W. Washington Market.
SAM NAGLE, W. Washington Market.
J. NARZISENFELD, 24-26 Harrison St.
J. NEUGEBOREN & SONS, 19 Harrison St.
NEW YORK BUTTER PACKING Co., 171 Duane St.
JAS. N. NORRIS, W. Washington Mkt.
FRED D. OETJEN, 339 Washington St.
B. W. OTIS & Co., W. Washington Mkt.
A. PAUL, JR., & Co., West Washington Mkt.
W. M. WALLIS PEARSON, 45 Grace St.
H. T. POND Co., 361 Washington St.
C. L. POOLE & Co., 15 Harrison St.
I. C. POPPER, 171 Duane St.
S. A. RAUSCH, 334 Greenwich St.
W. E. READ Co., Inc., 360 Washington St.
G. M. RITTENHOUSE & Co., 23 Jay St.
S. ROSENFELD Co., 197 Duane St.
HARRY ROSENSTEIN, Inc., W. Washington Market.
M. ROTH & Co., 185 Duane St.
THOS. H. ROULSTON, 101 Ninth St., Brooklyn.
JOHN H. RUSCH, 188 Duane St.
SAAL BROTHERS, 181 Duane St.
CHESTER E. SAXTON Co., Inc., 11 Harrison St., N. Y. C.
JOHN SCHOLL & BRO., 147 Reade St.
C. SCHULTZ, Inc., 32 Jay St.
LOUIS J. SCHWAB, W. Washington Mkt.
NATHAN SCHWEITZER Co., 409 W. 14th St.
SECKEL & KIERNAN, 361 Greenwich St.
R. B. SHIMER & Co., 332 Washington St.
A. SILZ, 416 W. 14th St.
STEERS & MENKE, West Washington Mkt.
H. E. STOUT Co., 317 Washington St.
J. D. STOUT & Co., 19 Jay St.
JOSEPH SULTAN, 148 Reade St.
GEORGE TRACHTENBERG, 360 Greenwich St.
B. TITMAN Co., 94 N. Moore St.
CHAS. TRAUTMANN Co., 28 Division St., Jamaica, L. I.
TRELEASE & UNDERHILL, 333 Greenwich St.
W. HARRY ULLMAN & BRO., 216 Franklin St.
EDWARD M. VOSBURGH, 133 Reade St.
S. & W. WALDBAUM, 140 Reade St.
CHARLES WERNER, 35 Loew Ave.
SAMUEL WERNER, W. Washington Mkt.
WESTERN COMMISSION Co., West Washington Market.
D. W. WHITMORE & Co., 10 Harrison St.
WIESENFELD & OSHINSKY, 40 Harrison St., N. Y. C.
J. W. WILLIAMS, W. Washington Mkt.
HYMAN WITTNER, 318 Greenwich St.
WRIGHT & WINSON, 12 Harrison St.
ZENITH BUTTER & EGG Co., 170 Duane St.
ZIMMER & DUNKAK, 173 Duane St.

NEW ZEALAND

R. L. WOODHOUSE & Co., Ferry Bldgs., Auckland.

NORTH DAKOTA

BRIDGEMAN-RUSSELL Co., Grand Forks.
MANDAN CRY. & PRODUCE Co., Mandan.

OHIO

ATHENS POULTRY & PRODUCE Co., Athens.
BEMISDERFER Co., 31 E. Market St., Tiffin.
BYRON L. BOND, Edon.
THE BROWNELL SONS Co., 123 E. Spring St., Columbus.

O. I. CLEVENGER, 198 Prospect St., Marion.
COE BROTHERS, Albany.
ELMORE PRODUCE Co., Elmore.
FOSTORIA CREAMERY Co., 404 S. Union St., Fostoria.
CHAS. C. FROMFIELD, 1101 E. Main St., Van Wert.
THE GRAY & WHITE Co., Tiffin.
GREENFIELD PACKING Co., Greenfield.
GRIFFIS PRODUCE Co., Delphos.
W. T. HARRIS & SON, Kenton.
WM. HERTEL, JR., Van Wert.
HICKSVILLE PRODUCE Co., Hicksville.
H. B. HOLE, Greenville.
I. J. KISSELL, Columbus Grove.
H. LITTLE & SONS, 434 S. Fifth St., Upper Sandusky.
LUCAS PRODUCE Co., Leipsic.
W. M. McELROY, Manchester.
MALKIN CREAMERY Co., 224 W. Boardman St., Youngstown.
MILLER BROS. Co., Fremont.
J. E. PARKER Co., Eaton.
J. E. ROADS, N. West St., Hillsboro.
ROCK ISLAND BUTTER Co., Toledo.
HOMER C. SMITH, Centerbury.
STORER BROS. Co., Ada.
A. L. STOUT, West Mansfield.
WHITE MOUNTAIN CREAMERY Co., New Bremen.

Cincinnati

FRED H. BLOME, JR., c/o Blome-Dreifus Co., 4149 Forest Ave.
C. EBERLE SONS Co., Cor. 6th, Plum and George Sts.
FLATAW RILEY Co., 42 Walnut St.
GOYERT & VOGEL EGG & PTY. Co., 49 Walnut St.
B. L. HUMBERT, 21 Masonic Temple.
JOHN V. KISKER & Co., 11 Main St.
A. F. KOLB, 134 W. Court St.
LETT & Co., 48 Walnut St.
THE PETERS POULTRY Co., 104 W. Court St.
DAVID RINISBERG & Co., 38 Walnut St.
SIMMONS & NORRIS, 3-9 W. Water St.
E. B. WRIGHT & SON, 19 Walnut St.

Cleveland

THE ARNOLD CREAMERY Co., 701 Woodland Ave.
THE BRANDT Co., Sheriff St. Market.
BROOKHART POULTRY Co., 754 Broadway.
THE BRUNDAGE Co., 606 Broadway.
THE CHAPMAN Co., 575 Broadway.
COTTAGE CREAMERY Co., 505 Woodland Ave.
G. O. DAVIS, 735 Central.
THE A. R. DUNCAN, JR., Co.
FISHER BROS. Co., 2323 Lakeside Ave.
LIBERTY POULTRY Co.
JOSEPH LICHTLE & Co., 676 Broadway.
W. H. MANN & Co., 653 Broadway.
D. MARTIN Co., 630 Broadway.
JOSEPH N. PIERSON, 822 Broadway.
E. H. PUTT & SON POULTRY Co., Sheriff St. Market.
TELLING-BELLE VERNON Co., 7100 Clark Ave.

OKLAHOMA

H. BRADBURY, Shattuck.
FARMERS' PRODUCE Co., C. O. Smith, Mgr., Anadarko.
CHICKASHA HIDE & PRODUCE Co., 205 S. Second St., Chickasha, Okla.
CHOCTAW PRODUCE Co., Hugo.
J. M. PATTON, c/o Lawton Poultry Co., Lawton.
FARMERS' PRODUCE Co., Clinton, Okla.
GUTHRIE PRODUCE Co., Guthrie.
MADILL PRODUCE Co., Madill.
MCCOY PRODUCE Co., Westville.
OKLAHOMA HIDE & PRODUCE Co., Altus.
W. D. WRIGHT PRODUCE Co., Oklahoma City.

OREGON

ESTES-DIXON Co., 105 Front St., Portland.
PACIFIC COOPERATIVE POULTRY PRODUCERS, Portland.

PENNSYLVANIA

THE W. M. BROWN BROKERAGE Co., 233 Jenkins Arcade, Pittsburgh.
 W. J. CRAIG, 1716 Penn Ave. Pittsburgh.
 EGERMANN COMMISSION Co., 2123 Penn Ave., Pittsburgh.
 FISHER BROS. Co., 1130 Franklin St., N. S., Pittsburgh, Pa.
 IRON CITY PRODUCE Co., Inc., 56-60 Twenty-first St., Pittsburgh.
 CLARENCE C. LEE, 726 Tenth St., Oakmont.
 W. S. LEE & SON, 1300 7th Ave., Altoona.
 A. B. MARCUS, 48 Eighteenth St., Pittsburgh.
 McCANN & Co., 413 Market St., Pittsburgh.
 G. A. SAMUELS, 109 Water St., Pittsburgh.
 DAVID SPRUKS Co., Spruce and Franklin, Scranton.
 TAYLOR FOOD PRODUCTS Co., New Castle.
 TECH FOOD PRODUCTS Co., Wainwright Cold Storage, 3340 Liberty St., Pittsburgh.

Philadelphia

HAROLD R. AIKEN, 128 N. Delaware Ave.
 THE AMERICAN STORES Co., 412 Noble St.
 AETNA BUTTER Co., 204 Callowhill St.
 ALMAR STORES Co., 919 N. Front St.
 BEYER & Co., Inc., 235 Callowhill St.
 BICKEL & MILLER, 322 S. Front St.
 A. F. BICKLEY & SON, 520 N. Second St.
 BOSSLER & COMPANY, 7 S. Water St.
 R. A. BOWERS Co., 9-11 N. Water St.
 P. F. BROWN & Co., 43 S. Front St.
 S. WALTER BROWN, 33 S. Front St.
 H. L. BURTON, 7 S. Front St.
 CHABROW BROS., 24 S. Front St.
 CRAWFORD & LEHMAN, 31 S. Water St.
 SAMUEL S. DANIELS, Sec'y, Philadelphia Pro. Exch., Philadelphia, Pa.
 C. M. DRAKE & Co., 19 S. Water St.
 EDSON BROS., 110-112 Dock St.
 T. T. ELLIS & SON, 24-26 S. Water St.
 J. G. HALDEMAN & Bro., 2918 Market St.
 A. R. HEISEY, Second and Callowhill Sts.
 C. G. HEYD & Co., 25 S. Water St.
 JOHN J. HITSCHLER & SON, 1221 South St.
 JOHN JAMISON Co., 3 and 5 South Water St.
 BERTRAM L. KIMBALL, 19 S. Water St.
 JOHN J. McDONALD Co., 13 S. Water St.
 NATHAN L. MEDWEDEFF, 33 S. Front St.
 CHARLES J. MEIER, 10 N. Dearborn Ave.
 J. M. MORRIS Co., 202 S. Second St.
 JOHN S. MORRIS & Co., 27 S. Water St.
 NICE & SCHREIBER Co., 11 S. Water St.
 PARSONS & Bro., 224 Callowhill St.
 GEO. RICE & Co., 409 New Market St.
 RISSEBROS. Co., 214 Callowhill St.
 J. K. SHULTZ & Co., 36 S. Water St.
 P. E. SHARPLESS Co., 813 N. 11th St.
 SHEAFFER & MARVEL, 106 N. Delaware Ave.
 W. M. SMITH Co., 14 S. Water St.
 E. S. STACKHOUSE & Co., 17 S. Water St.
 STEPHEN THURBER, 118 Water St.
 A. WACHS, 44 S. Water St.
 J. D. WEISS, 318 S. Front St.
 M. WILDSTEIN, 631 N. Second St.
 J. P. WILSON, 116 Dock St.

RHODE ISLAND

W. W. ALDRICH, Providence.
 COOPER & Sisson, Box 1176, Providence.
 ROY W. PIERCE, 215 Canal St., Providence.
 F. W. WHIPPLE & Co., 99 Canal St., Providence.

SOUTH DAKOTA

BROOKINGS PRODUCE Co., Brookings.
 W. H. BUCK & Co., Madison.
 CLARK CO-OPERATIVE CREAMERY Co., Clark.
 MITCHELL PRODUCE Co., Mitchell.
 SALEM PRODUCE Co., Salem.
 THOMAS & HOARD, Centerville.
 WENK BROS. Madison.
 WIST & SONS, Webster.

TENNESSEE

GEO. M. BROOKS, Martin.
 COLUMBIA PRODUCE Co., 146 2nd Ave., S., Nashville.

WM. B. FOSTER PROD. Co., Fayetteville.
 R. C. GILES, Fourth and First Nat. Bank Bldg., Nashville.
 T. G. IVIE & Co., Murfreesboro.
 MORRISTOWN PRODUCE & ICE Co., Morristown.
 NAIVE-SPILLERS Co., 905 Harrison St., Nashville.
 L. RAUCH & Co., 88 S. Front St., Memphis.
 CHAS. C. SULLIVAN, 58 N. Front St., Memphis.
 W. H. TOMPKINS & Co., First National Bank Bldg., Nashville.
 A. B. WINFORD, Lewisburg.

TEXAS

BEN ABLOD, Dallas.
 BASSEL BROTHERS, 5 Wall St., Belton.
 J. O. BOETTCHER, Weimar.
 A. J. COMMONS PRODUCE Co., McKinney.
 CRESCENT PRODUCE Co., 1006 W. Commerce St., San Antonio.
 EMERSON & OVERSTREET, Temple.
 G. P. FOSTER & Co., Denison, Texas.
 GIDDINGS PRODUCE Co., Giddings.
 A. A. HACKER & Co., Brenham.
 MAYHEW PRODUCE Co., Brady.
 MERCHANTS PRODUCE Co., 314 Mary St., Waco.
 MISTLETOE CREAMERIES, Fort Worth.
 NEW YORK BUYERS' ASSN., San Antonio.
 NOLEN PRODUCE Co., Hallettsville, Tex.
 THE PETER CO., 401 Washington Ave., Houston, Texas.
 WM. SCHMIDT, 315 E. First St., Fort Worth.
 STAHL BROS., Gonzales.
 TEXAS CREAMERY Co., Houston.
 A. B. WALKER & SON, Corsicana.
 H. F. WEHMEYER, 14 First St., Brenham.

VIRGINIA

BEASLEY & BOON Co., P. O. Box 146, Roanoke.
 FRANK C. BRUMFIELD, Buchanan.
 CITY PRODUCE EXCHANGE, 56 W. Gay St., Harrisonburg.
 THOS. M. COMBITHS, Pulaski.
 CROCKER & BLUFORD, Box 117, Norfolk.
 CULPEPER PRODUCE Co., P. O. Box 72, Culpeper.
 R. M. EASTWOOD & Co., Norfolk.
 WM. F. GRAVINS & Co., 23 S. 13th St., Richmond.
 F. H. HOBBS Co., 77 Roanoke Ave., Norfolk.
 WADE MASTERS & Co., Lexington.
 SCOTT BUTTER Co., 60 Roanoke Ave., Norfolk.
 SIGOURNEY & FARDON, Inc., Richmond.
 WRENN PRODUCE Co., Edinburg.

VERMONT

C. A. MENTZER, North Williston.

WISCONSIN

H. C. CHRISTIANS Co., Johnson Creek.
 DAVIS BROS. CHEESE Co., Plymouth.
 HAWLEY COMMISSION Co., La Crosse.
 J. B. LUDDEN, Bloomington.
 MAZO POULTRY & Egg Co., Mazomanie.
 MILLER-ROSE Co., La Crosse.
 S. MILLER COLD STORAGE Co., Marshfield.
 NORTHERN WIS. PRODUCE Co., Manitowoc.
 NORTHWESTERN EGG & POULTRY Co., Eau Claire.
 PAULY & PAULY CHEESE Co., Manitowoc.
 RIFON PRODUCE Co., 311 Main St., Ripon.
 C. A. STRAUDEL Co., 409 N. Washington St., Green Bay.
 SUPERIOR COMMISSION Co., 1705 Winter St., Superior.

Milwaukee

DURBROW COMMISSION Co., 382 Fifth St.
 FIEBRANTZ & BENZ, 394 Fifth St.
 HASSMANN & MUELLER, 293 Third St.
 LAARS BROS. Co., 2001 Walnut St.
 GEO. C. MANSFIELD Co.
 MARTIN H. MEYER, 888 44th St.

AFFILIATED INTERESTS

ARKANSAS POULTRY & EGG DEALERS' ASSN., M. L. Price, Secy., Fayetteville, Ark.
 BOSTON FRUIT & PRODUCE EXCHANGE, Alton E. Briggs, Ex. Secy., Faneuil Hall Market, Boston, Mass.
 CANADIAN PROD. ASSN., James T. Madden, Secretary, 90 Colborne St., Toronto, Can.
 DETROIT BUTTER & EGG BOARD, John Huetteman, Secy., 2040 Howard St., Detroit, Mich.
 THE CHICAGO MERCANTILE EXCHANGE, S. Edward Davis, Ex. Secy., 136 W. Lake St., Chicago, Ill.
 FULTON MARKET WHOLESALE MEAT & COM. MERCHANTS' ASSN., 918 Fulton St., Chicago, Ill.
 ILLINOIS POULTRY & EGG SHIPPERS' ASSN., C. L. Hatfield, Secy.-Treas., Decatur, Ill.
 INDIANA EGG & POULTRY ASSN., Wm. Locks, Secy., Indianapolis, Ind.
 IOWA WHOLESALE EGG, BUTTER & POULTRY DEALERS ASSN., M. A. Hagensick, Secy., Des Moines, Iowa, P. O. Box 906.
 KANSAS EGG SHIPPERS' ASSN., C. F. Nissen, Secy., Newton, Kans.
 MISSOURI EGG & POULTRY SHIPPERS' ASSN., H. H. Bergmann, Secy., 833 N. Third St., St. Louis, Mo.
 NEBRASKA POULTRY, BUTTER & EGG ASSN., H. L. McCoy, Secy., 1206 Jones St., Omaha, Neb.
 NEW YORK MERCANTILE EXCHANGE, cor. Hudson and Harrison Sts., New York, N. Y.
 OHIO BUTTER, EGG & POULTRY ASSOCIATION, F. S. Jacoby, Secy., 422 Glen Echo Court, Columbus, Ohio.
 OKLAHOMA POULTRY & EGG ASSOCIATION, Carl D. Rice, Secy., Enid, Okla.
 PACIFIC CO-OPERATIVE POULTRY PRODUCERS, 127 N. Fifth St., Portland, Ore.
 PACIFIC EGG PRODUCERS, 700 Front St., San Francisco, Cal.
 PITTSBURGH BUTTER & EGG EXCHANGE, 708 Wabash Bldg., Pittsburgh, Pa.
 SAN FRANCISCO WHLS. DAIRY PRO. EXCHANGE, 252 Clay St., San Francisco, Cal.
 SOUTHERN MINNESOTA EGG, BUTTER & POULTRY ASSN., F. C. Marpe, Secy., Albert Lea, Minn.
 SOUTHERN POULTRY & EGG SHIPPERS' ASSN., L. G. Smith, Secy., Shelbyville, Ky.
 TEXAS BUTTER, EGG & POULTRY ASSN., J. O. Boettcher, Secy., Weimar, Texas.

BANKS

BANK OF AMERICA, 44 Wall St., New York City.
 FIDELITY TRUST Co., Chambers & W. Broadway, New York, N. Y.
 THE FIRST NATIONAL BANK OF CHICAGO, Chicago, Ill.
 IRVING NATIONAL BANK, New York, N. Y., Woolworth Bldg.
 NATIONAL PRODUCE BANK, Ashland Block, Chicago, Ill.
 UNITED STATE BANK OF ST. LOUIS, Washington Ave. & 4th St., St. Louis, Mo.
 WEBSTER & ATLAS NATIONAL BANK OF BOSTON, 199 Washington St., Boston, Mass.

COLD STORAGE

G. D. ALLMAN, Gen'l Supt., U. S. Cold Storage Co., 39th St. & Hoyne Ave., Chicago, Ill.
 BEATRICE COLD STORAGE Co., Beatrice, Nebr.
 BECK'S COLD STORAGE, 461 N. Division St., Buffalo, N. Y.
 BINGHAMTON COLD STORAGE Co., 282 Water St., Binghamton, N. Y.
 BOOTH COLD STORAGE, 121 W. Kinzie St., Chicago, Ill.
 BOSTON TERMINAL REFG. Co., Boston, Mass.

BRONX REF. Co., 520 Westchester Ave., New York, N. Y.
 BUFFALO COLD STORAGE Co., Buffalo, N. Y.
 CALUMET REFRIGERATING Co., 308 Alexander St., Chicago, Ill.
 CENTRAL COLD STORAGE Co., Kinzie and Dearborn Sts., Chicago, Ill.
 CHEMUNG COLD STORAGE Co., 735 Baldwin St., Elmira, N. Y.
 CHICAGO COLD STGE. WAREHOUSE Co., 1526 S. State St., Chicago, Ill.
 GEO. J. COOKE Co., 30 N. Green St., Chicago, Ill.
 DETROIT REFRIGERATING Co., Detroit, Mich.
 EASTERN STATES REF. Co., Springfield, Mass.
 EBNER ICE & COLD STGE. Co., Vincennes, Ind.
 FEDERAL COLD STGE. Co., 1800 N. Broadway, St. Louis, Mo.
 FRANK FEHR COLD STORAGE Co., Logan and Lampton Sts., Louisville, Ky.
 FULTON MARKET COLD STORAGE Co., 1000 W. Fulton St., Chicago, Ill.
 HYGELA REFG. Co., Elmira, N. Y.
 INDIANA REFG. Co., Indianapolis, Ind.
 INDUSTRIAL COLD STORAGE & WHSE. Co., Philadelphia, Pa.
 KANSAS CITY COLD STGE. & WHSE. Co., 500 E. Third St., Kansas City, Mo.
 KANSAS ICE & STG. Co., Salina, Kansas.
 KENT STORAGE Co., Grand Rapids, Mich.
 LACKAWANNA COLD STORAGE Co., 706 Wyoming Ave., Scranton, Pa.
 LAKE SHORE COLD STORAGE Co., 536 E. 27th St., Chicago, Ill.
 MERCHANTS REF. Co., 161 Chambers St., New York, N. Y.
 MONARCH REFRIGERATING Co., 40 E. Austin Ave., Chicago, Ill.
 S. MILLER COLD STG. Co., Marshfield, Wis.
 NATIONAL COLD STGE. Co., Brooklyn, N. Y.
 NATIONAL ICE & STORAGE Co., 5th & Naghten Sts., Columbus, O.
 NATIONAL ICE & COLD STORAGE Co., 22 Battery St., San Francisco, Cal.
 NEW ENGLAND COLD STORAGE Co., Portland, Maine.
 NEW JERSEY REFG. Co., 173 Ninth St., Jersey City, N. J.
 NINTH STREET TERMINAL WHSE. Co., 1220 W. Ninth St., Cleveland, Ohio.
 NORTH AMERICAN COLD STORAGE Co., 345 N. Canal St., Chicago, Ill.
 NORTHERN COLD STORAGE & WAREHOUSE Co., Duluth, Minn.
 OMAHA COLD STORAGE Co., Omaha, Neb.
 PHILADELPHIA WAREHOUSING & C. S. Co., Philadelphia, Pa.
 PITTSBURGH TERMINAL WAREHOUSE & TRF. Co., Pittsburgh, Pa.
 POWER CITY COLD STG. & PRO. Co., Sioux Falls, S. Dak.
 PRODUCERS COLD STORAGE Co., 503 N. 3rd St., St. Louis, Mo.
 PRODUCERS COLD STORAGE Co., St. Joseph, Mo.
 PRODUCERS COLD STORAGE Co., Chillicothe, Mo.
 QUINCY MARKET COLD STORAGE & WAREHOUSE Co., Boston, Mass.
 THE SHERIFF ST. MARKET & COLD STGE. Co., Cleveland, Ohio.
 THE SHERMAN ICE Co., 413 E. Houston St., Sherman, Texas.
 R. H. SWITZLER, c/o St. Louis Ref. & Cold Storage Co., St. Louis, Mo.
 SYRACUSE COLD STORAGE Co., N. West St., Syracuse, N. Y.
 TROY COLD STORAGE Co., Troy, N. Y.
 UNION STORAGE Co., Liberty and Second Aves., Pittsburgh, Pa.
 UNION TERMINAL COLD STORAGE Co., 12th and Provost Sts., Jersey City, N. J.
 WAINWRIGHT COLD STORAGE, TECK FOOD PRODUCTS Co., 3340 Liberty St., Pittsburgh, Pa.
 THE WASHINGTON MARKET Co., Center Market, Washington, D. C.

WESTERN COLD STORAGE Co., 421 North State St., Chicago, Ill.
 WISCONSIN COLD STORAGE Co., 178 Florida St., Milwaukee, Wis.
 SHERMAN WHITE & Co., Fort Wayne, Ind.

FEATHER BUYERS

FRANK S. FOSTER, Wyoming, Ill.
 THE P. R. MITCHELL Co., Harrison and Spring Grove Ave., Cincinnati, O.
 H. RUBENSTEIN Co., Inc., 1251 Roosevelt Road, Chicago, Ill.
 WAHLERT & GUNTZLER, 19 N. Main St., St. Louis, Mo.

INSURANCE

HERRICK, AUERBACH & VASTINE, Insurance Exchange Bldg., Chicago, Ill.
 FRED S. JAMES Co., 175 W. Jackson Blvd., Chicago, Ill.
 RECIPROCAL EXCHANGE, 28th and Wyandotte Sts., Kansas City, Mo.

SUPPLIES

ALTAMONT MFG. Co., Altamont, Ill.
 AMERICAN PAPER PRODUCTS Co., 2nd and Breman Ave., St. Louis, Mo.
 ANDERSON-TULLY Co., Memphis, Tenn.
 ARCADY FARMS MILLING Co., 208 So. La Salle St., Chicago, Ill.
 ELMER L. ARMINGER, 216 W. South Water St., Chicago, Ill.
 ARMSTRONG CORK & INSULATING Co., Pittsburgh, Pa.
 AUTOMATIC REFRIGERATING Co., Monadnock Bldg., Chicago, Ill.
 A. H. BARBER CREAMERY SUP. Co., 300-306 W. Austin Ave., Chicago, Ill.
 BOX FACTORY OF PARIS, 185 W. Houston St., Paris, Texas.
 BURGE MACHINE WORKS, 218 N. Jefferson St., Chicago, Ill.
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 CHICAGO MILL & LUMBER Co., Conway Bldg., Chicago, Ill.
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 HALES & HUNTER Co., 327 So. La Salle St., Chicago, Ill.
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 HERF FREDRICKS CHEMICAL Co., Pierce Bldg., St. Louis, Mo.
 E. P. HUNTER, Ossian, Ind.
 HUTCHINSON EGG CASE & FILLER Co., Hutchinson, Kans.

INDIANA BOARD & FILLER Co., Decatur, Ind.
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 ROSENBAUM BROS., 77 Board of Trade, Chicago, Ill.
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 SECURITY EGG CASE FILLER Co., Inc., Lafayette, Ind.
 SELF-LOCKING CARTON Co., 591 E. Illinois St., Chicago, Ill.
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 SIGNODE SYSTEM, INC., 564 W. Adams St., Chicago, Ill.
 TENNESSEE BOX Co., Johnson City, Tenn.
 TITE-PACK FILLER Co., 728 W. Madison St., Chicago, Ill.
 HUDSON R. TOPPING, 218 Eaton St., Peoria, Ill.
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 EGG REPORTER SHOEMAKER, Waterloo, Iowa.
 ICE & REFRIGERATION, 5707 W. Lake St., Chicago, Ill.
 THE PRODUCE PACKER, 192 N. Clark St., Chicago, Ill.
 PRODUCE BULLETIN, INC., 97 Warren St., New York City.
 THE PRODUCE NEWS, 6 Harrison St., New York City.
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 NEW YORK DESPATCH, 181 Quincy St., Chicago, Ill.
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1922-1923

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Sergeant-At-Arms

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Notice to users of Ventilated Self-Locking Egg Cartons

Have your customers remove the cartoned eggs from the egg cases and place on their counters or other prominent part of the store.

Their will be the advantage of attractive display. The housewife cannot but be impressed by the appearance of quality and will she not pay a higher price for such eggs?

NOTE: Cartons should be arranged so that the air may freely circulate through the carton—an essential in keeping eggs cool and therefore in the best of condition until consumed.



SELF-LOCKING CARTON COMPANY

591 East Illinois Street - - - - - CHICAGO

Union Terminal Cold Storage Company JERSEY CITY, N. J.

On Tracks of the Erie R. R. and the D. L. & W. R. R.

Manhattan Refrigerating Company NEW YORK

West Washington and Gansevoort Markets
On Tracks of the New York Central Railroad

Kings County Refrigerating Company WALLABOUT MARKET—BROOKLYN, N. Y.

Convenient to all Wallabout Freight Stations

*Leaders in Cold Storage Service
at the Port of New York*

T. A. ADAMS, President

R. A. ADAMS, Vice-President

GENERAL OFFICES—525 WEST STREET, NEW YORK CITY

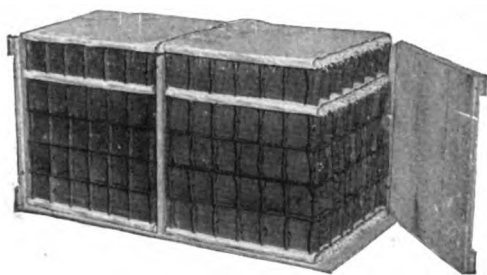
What They All Say

We wrote a letter to a dozen or so of our customers, asking them what they thought about the American Railway Express recommendation that eggs be protected by six excelsior pads.

Here are some of the replies. Note that while we never mentioned

CHERRY DOUBLE LOCK FILLERS

several of our friends just couldn't resist adding a word of commendation for these Fillers.



"In regard to the use of six excelsior pads in conjunction with Cherry Double-Lock Fillers, will say that this is the only way to ship eggs successfully.

L. R. Riddlesbarger, Admstr.
Nevada Poultry Co., Nevada, Iowa

"We have been using six excelsior pads and find them very satisfactory. Our damage claims this year are very much less than they have been in previous years..

W. Bauer, Pres., Mitchell Produce Co.
Mitchell, S. D.

"Regarding the use of six excelsior pads will say that our entire output has been packed with six pads and Cherry Double-Lock Fillers. We find, as a result, our breakage has been reduced to a minimum. We strongly recommend to anyone inquiring that same combination is the best we have found to date.

R. A. Maine—Central City Produce Co.
Central City, Iowa

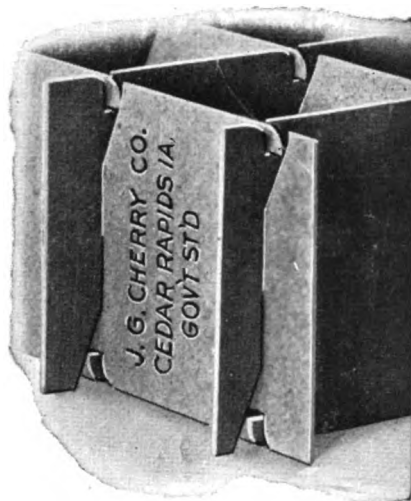
"We have been using six excelsior pads to the case and find that method gives very good satisfaction. Have had less complaint on our shipments this season than ever before.

Rochester Egg and Poultry Co.
Rochester, Minn.

"Answering your letter of the 28th, we have been using six excelsior pads to the case, and we believe it has eliminated a lot of damage. We have had but very few railway shipments that have arrived in damaged condition this season. We are very well pleased with excelsior pads.

Your Fillers are of very high standard, and well built. We have always been well satisfied with your fillers. We have used them for several years.

J. F. Peterson, Peterson-Beddick Co.
Wadena, Minn.



"We have been using 6 pads to the case and we do not have the breakage that we did with the excelsior nor does it take the time to put the pads in that it did excelsior. We would like to see the railroads put in their tariff that everyone must use them or charge a higher rate on loose excelsior.

C. C. Pickerell, Mgr. The Hawkeye Produce Co.
Chariton, Iowa

"With reference to our shipments of egg that season, we have been putting them up six Excelsior Pads to the case with Cherry Fillers, and our claims on breakage have been nothing compared to former years. We recommend this style of packing to anyone who wishes to put up a neat package and also to eliminate breakage in transit.

W. L. Davis, Mgr. Egg & Poultry Dept. Iowa City
Produce Co., Iowa City, Iowa

"We have had wonderful success since we have been using the excelsior pad. 97% of our cars are going through without damage. We have reduced our loss to practically nothing by proper care in using excelsior pads, and in the loading of cars. We believe we are having wonderful success inasmuch as 75% of our business consists of mixed cars, and the damage is liable to be more where the mixed car system is used.

R. G. McFarland, Treas. J. H. Neil Creamery Co.
Tama, Iowa

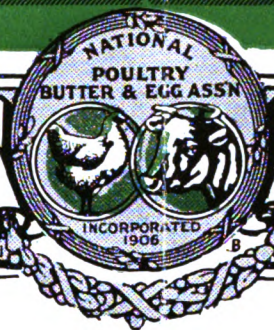
Send for a sample Cherry Double Lock Filler

J. G. CHERRY COMPANY
CEDAR RAPIDS IOWA
St. Paul, Minn. Tama, Iowa. Peoria, Ill.

The NATIONAL · POULTRY · BUTTER · & · EGG · BULLETIN

JANUARY

Volume 7



1923


Number 4



C. E. McNEILL
ADVISORY COUNSEL

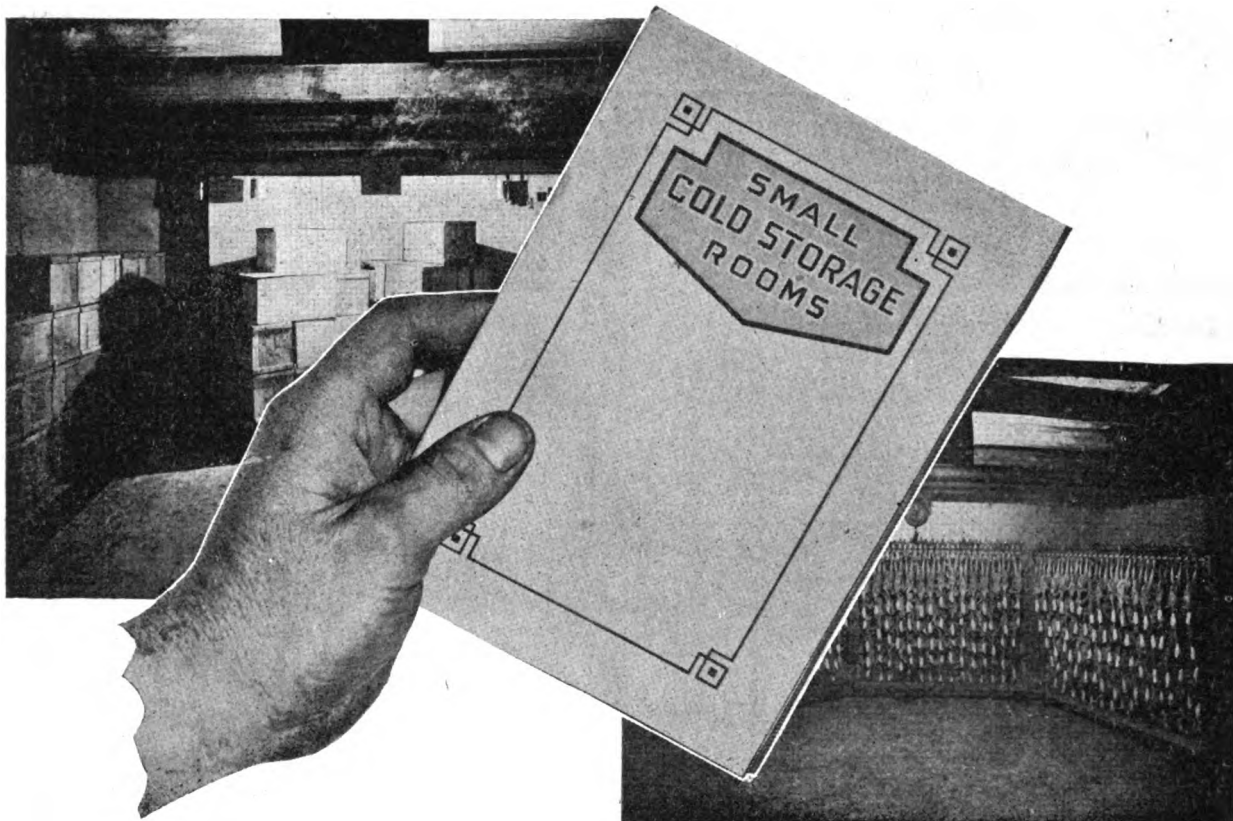
We wish you all a
Happy and Prosperous New Year

*Make it one of your resolutions
To use better packages this year*

A stylized, cursive handwritten signature that reads "Elmer L. Arming". The signature is written in black ink and features a prominent horizontal flourish at the bottom.

**216 W. So. Water Street
CHICAGO**

*Packing room insulated with Nonpareil Corkboard,
O. Oliver & Son, Madison, Ind.*



*Chillroom in the plant of O. Oliver & Son, Madison,
Ind., insulated with Nonpareil Corkboard*

Reliable Facts about Insulation

HOW thick should your insulation be?
How should it be erected?

Which is more economical—the insulation that costs least or the insulation that saves most and lasts longest?

Here is a 36-page book, "Small Cold Storage Rooms," that will set you right on insulated construction. It will be sent free on request, and it will help you plan your rooms for economical results.

"Small Cold Storage Rooms" is written in non-technical language. It says nothing about B, t, u.'s or the theory of heat transference, but a great deal about the practical use of insulation in creamery and poultry and egg rooms—about moisture and mold and odors, and how proper insulation cuts down the cost of refrigeration.

It is a book you should not fail to read before you start to build your rooms. Send for your copy today.

Armstrong
Cork & Insulation Company
155 Twenty-fourth Street Pittsburgh Pa.

Nonpareil Corkboard Insulation

For Poultry and Creamery Storage Rooms

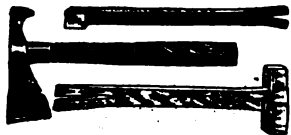


The Buyer's Page



We carry a full line of shipping packages, package tools, parchment and other goods used by the manufacturer, dealer and handler of dairy products. Prompt shipments at reasonable prices from our complete stocks.

Duffy Package Tools

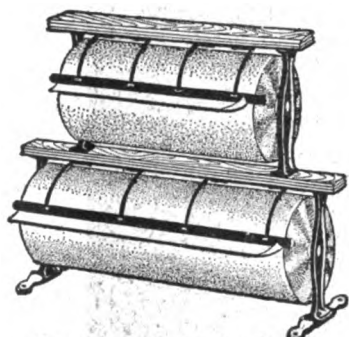


Specially designed for the Commission Merchant. Best grade of metal and tempered just right.
No. 04 Box Opener, 8 in..\$0.90
No. 7 Hatchet 2.50
No. 2 Box hammer, 9 in.. .90

Acme Egg Case Straps



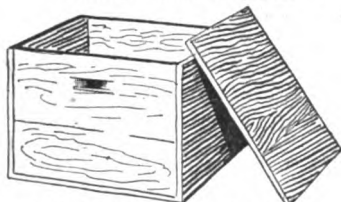
Required by railroad companies on all used or second-hand cases.
In bundles of 100 pairs.....\$1.56
10 bundle lots, per bundle..... 1.42
25 bundle lots, per bundle..... 1.33
50 bundle lots, per bundle..... 1.28
100 bundle lots, per bundle..... 1.21



Genuine Vegetable Parchment



Printed Butter Wrappers



Poplar Wood Shipping Boxes



Marzoff Box Scraper



Stock Butter Cartons

Genuine Vegetable Parchment

We furnish both the rolls and the holders. Standard rolls are 9" in diameter and 9-12-13-15-18-20-24-30 and 36 inches in width. Rolls made from 30 lb. paper. Prices on request. We can also furnish a complete supply of all standard sizes of squares and circles used in the dairy industry.

Tub Fasteners

A full assortment. Cut shows our STANDARD ECLIPSE 2-nail Tub Fastener. This also comes in the 4-nail and the extra heavy. 1000 in package.

1,000..\$1.95 per M 10,000..\$1.85 per M 50,000..\$1.75 per M
5,000.. 1.90 per M 25,000.. 1.80 per M 100,000.. 1.70 per M
Extra heavy, 35c per M more. 4-nail, 50c per M more.

Tub Liners

10, 29, 30, 40 and 63 lb. Parchment Tub Liners in Stock.

Printed Butter Wrappers

We have excellent facilities for turning out butter wrappers for 1/4-lb., 1/2-lb., 1-lb., or 2-lb. prints. If you want good service, good work and quick deliveries at the right prices—send us your orders.

Parchment Squares

We carry a complete stock of all sizes of wrappers, box liners, head wrappers used by the dairy trades. If we haven't your special size we will cut it for you.

Poplar Wood Shipping Boxes

A large stock of both poplar and spruce shipping boxes enables us to make lot shipments in any quantity at prices in line with present costs. Shipped "knocked down." Capacity runs from 12 lbs. to 100 lbs.

Marzoff Box Scraper

(Just Like Your Safety Razor—Simply Reverse Blades When Dull.) Complete as illustrated, including card with 12 blades (24 keen cutting edges), only \$2.00. Additional blades, 1 doz. on card (24 cutting edges), by mail \$1.00.

Cheese and Butter Triers

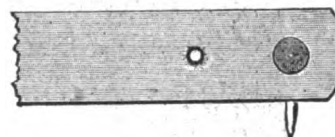
Full assortment for every need. Cheese triers, 5 to 6 inch, all prices, from 50c to \$3.35. Butter triers, 12 to 24-inch, \$1.10 to \$5.85 each. Write for prices on special Rosewood and Ebony handles.

Stock Butter Cartons

For immediate shipment and at attractive prices we can supply nearly a dozen different brands of stock printed butter cartons. Use stock printed cartons when you run short of cartons; when you must supply some customer with a special brand; when you have an "off" grade of butter to sell; or when requirements are too small to afford special printed cartons.

Corrugated Fiber Butter Boxes

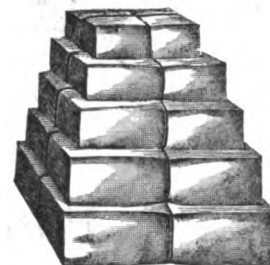
Dust proof, theft proof, insulated shipping boxes—better, neater and cheaper than wood—keep contents of box in sweet, cool condition. Saves time in packing; requires no parchment liners. Capacity 2, 3, 5, 6, 10, 15, 20, 30 and 50 lbs.



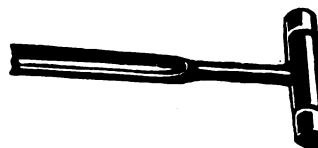
Tub Fasteners



Tub Liners



Parchment Squares



Cheese and Butter Triers



Corrugated Fiber Butter Boxes

Twin City Branch—2490-2494 University Avenue, St. Paul, Minn.

A.H.Barber Creamery Supply Co.
300 W. Austin Ave., Chicago, U.S.A.

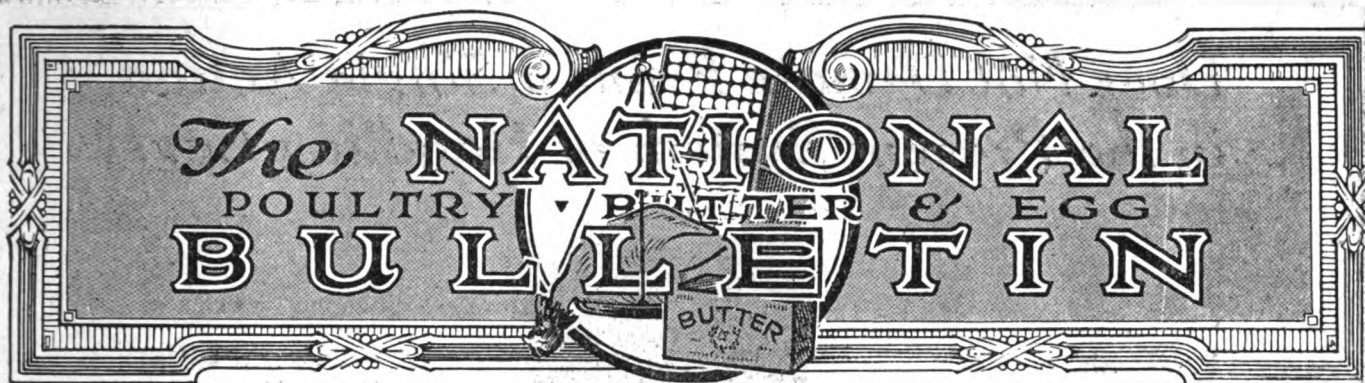
A. H. Barber Creamery Supply Co.
Gentlemen—Please send us complete information and prices on

.....

.....

Name

Address



Vol. 7

CHICAGO, ILL., JANUARY, 1923

No. 4

MESSAGE FROM THE CHAIRMAN OF THE MEMBERSHIP COMMITTEE

*To the Officers and Members of the
National Poultry, Butter & Egg Association:*

Again I call upon each and every member to support the Chairman of the Membership Committee, which honor has again been bestowed upon me by our worthy President, Henry Pfeiffer.

At the present moment, because of my throat trouble, I am unable to talk to you, but what follows is just like I would say it if I could talk.

Now, Gentlemen, I realize that you have this Association at heart at all times and as we need co-operation from all angles endeavoring to increase our membership, I would thank you to leave no stone unturned to see that this coming year we have a Roster larger than ever in the history of our organization.

We all get in contact daily with people in our line of business, and a few words with reference to the Association and of joining, would not put you to very much bother, and I feel that it would be a pleasure to perform this duty, so if you will kindly use your influence to do all you can to make the membership drive this year a success, I will be truly thankful.

Be a Booster, bury your hammer, and if you have any grievances in your particular line, let our worthy Secretary iron them out. He is well qualified and a man of broad experience, and I know will bring to each and every one of you a satisfied mind, because this is what our Association stands for, especially in trying to help the other fellow and make life worth while.

When I was a youngster I learned a poem, the exact words of which got away from me a long time ago, but in my mind it runs something like this

"Rather be a man of worth

Try to do good deeds on earth

* * * * *

They have sunshine and they have flowers
Who work hard in well spent hours."

You get the idea?

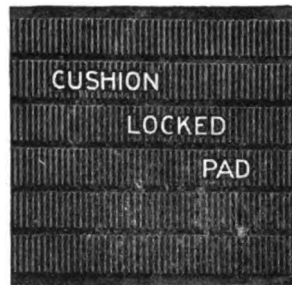
Wishing you all a Happy New Year and trusting that for the good you may do others, you will work for our good Association, I remain

Yours faithfully,

Gus Ludwig

Does Not Deviate From a Single Action in the Present System of Handling Eggs

No Trade
Objections



Locks the Filler
Both Ways

CONSTRUCTION

The corrugated strips are fastened to the cardboard with Silica of Soda Melted Glass which is odorless and tasteless and will not take up any flavors. It is sometimes called (Water-Glass) and is used for egg preservatives, therefore will have no ill effect on eggs in storage.

Silica of Soda is used in making all corrugated boxes, and from the fact that *butter can be stored in corrugated boxes is positive proof of our statement.*

MERITS

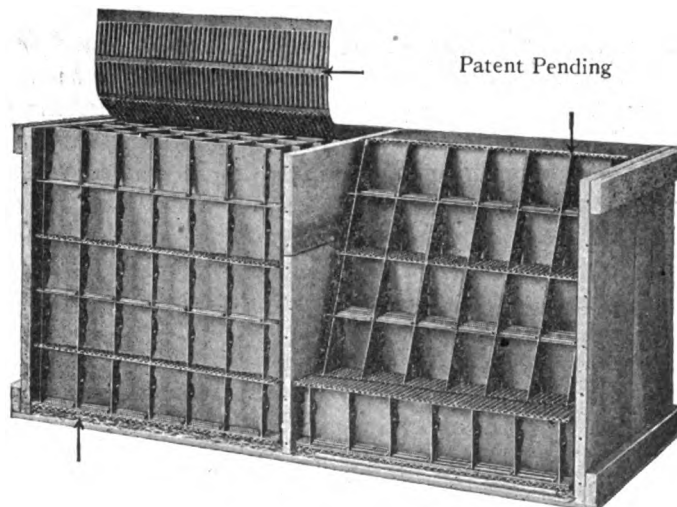
Each egg is locked and protected individually by the filler walls around it.

Transforms the Honeycomb Filler into a strong, resistible, united, self-supporting filler, which is able to withstand the shocks by the support given each egg individually.

Cushion Locked Pads give a uniform package. By using Excelsior Pads on top and bottom of case and the Cushion Locked Pads between, all shocks are transmitted equally throughout the case.

Increase ventilation not only throughout the egg case, but under each egg individually.

CUSHIONED —
To protect eggs from
Vertical Shocks



LOCKED —
To prevent Shifting
of Fillers in the Egg
Case

Write for Free Sample of Pads

CUSHION-LOCKED-PAD COMPANY

Northern Representative
WEBSTER BROS. MFG. CO.
Waucoma, Iowa

208 N. Wells St.
CHICAGO, ILL.

THE COLD STORAGE ENTERPRISE

OR

A JOURNEY—"Among Things That Count"

By Harrison F. Jones, Executive Secretary of the National Poultry, Butter & Egg Association
to 600 Members of Farm Boys and Girls Clubs

Your worthy Secretary, Mr. Noble, selected the subject for my talk, and it conveys the idea that I am some traveler. As a matter of fact, I have traveled some. The ice fields of the North, the American Desert, the waters and islands of the South, and the many cities and fertile fields which lie between, have had their appeal in times past, but today my journeys are not unlike those of the ordinary farm cow and her pasture—down in the morning and back at night, day in and day out over the same well worn path. Today my beaten path is from my office to my home. It is along this path that lay "some of the things that count," and concerning them, I shall talk for a short time, from first hand knowledge, or from common knowledge, as the case may be.

The greatest thing in this world of ours is "Mother." (I know this from personal knowledge, because of the two I have in mind; one is my own mother, and the other is the mother of my two children.)

The next greatest is "Girls." (This, too, I know, because I have two of my own.)

The next greatest, is "Boys." (Of this I have no personal, intimate knowledge, but I am willing to accept the verdict of those present.)

The next greatest things are Food and Shelter.

Somewhere in the line of comparisons we will meet "Dad," and though I placed him low on the scale, I must assert that he has some mighty hard work to perform, the principal part of which is to provide food and shelter for mother and the girls and boys.

Of these two items, which is the more important, depends entirely upon the condition of the person who makes the comparison. I venture the opinion that right now, after you have filled your stomachs from the spread which was placed before you, you are not keen for food, and that at this very moment you are thinking of a movie and after that, the shelter of a good, soft warm bed. I venture the further opinion that after you have had a good night's rest, you will wake up with appetites as keen as the frosty morning, and your first question will be:

"I wonder what 'Dad' has provided for mother to cook for breakfast."

Right now I am speaking of tomorrow.

When we speak of food for a nation, we always have in mind food for tomorrow.

To secure food for today is a comparatively easy matter. It merely means WORK.

Nature, when stimulated by the work of man, will bring forth her fruits in their seasons, in extravagant abundance, but one great trouble is, she no sooner produces than she commences to destroy, and her destruction is just as wanton as her production is abundant.

Another great trouble is that she brings forth her abundant stores at only certain seasons of the year, while

at certain other seasons, she brings forth little or nothing. If mankind were to be careless of the plans of nature, and were to sit by and do nothing to resist them, then during the season of greatest production, we would enjoy one great feast, and after this, we would suffer great hardships.

To resist the destructive forces of nature and to avoid the great hardships caused by the scarcity of food during the seasons of scant or no production, great cold storage warehouses have been erected in various parts of the country, and particularly in the great cities, and today it was your privilege to inspect a few of them. Most of the food you saw in those warehouses was placed there at the time of greatest production to be eaten during the time of scant or no production.

You saw case after case of eggs. If you were to go back and visit the same warehouses next March you would see none of them, because by that time the 'scarcity' season will be over, and nature will have commenced again her prolific production, and it is a fundamental fact of the cold storage enterprises that the eggs of one season shall not be carried over into the producing periods of the next season, and *they are not*. To carry them over would spell financial disaster to the person who persisted in the enterprise.

It is the aim of the owners of all of the perishable foods you saw in the warehouses today, to see to it that none is carried over from one season to another.

In your travels today, you saw more food, and in greater variety than perhaps you ever believed was in the world at one time. You saw all of this food in one warehouse, and under one roof. Perhaps you came to the conclusion that the warehouse owner was a pretty big food merchant. He is nothing of the kind—the warehouse owner does not own a pound of it. He merely owns the warehouse and rents out the space just the same as any farm-owner would rent out his farm to a tenant. In addition, however, he performs certain services to the food that insures its protection against deterioration, and its movement into consumption.

Right now you are perhaps wondering who owns all of that food. In answering I may say that it is owned by persons who are located all over the United States and in foreign countries, and the number of those owners will run into the thousands.

While the storing of perishable foods during the flush of the producing season serves the purpose of providing food for the scarcity season, it serves still other purposes, and this is of especial interest to producers, and feeling as I do that many of you will in a short time become producers, I would have you know what these other purposes are.

I have stated that when man stimulates nature she responds with extravagant abundance. On the average, so abundant is the supply that it would be an utter im-

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possibility to consume it all within the length of time it would remain fit for food purposes, if left to the destructive forces of nature. That part of the production which cannot be eaten during this time is called the surplus. This surplus finds its way into a cold storage warehouse, and for the most part, it is the only part of the production which ever gets into a warehouse. The storing of it provides food for the season of scant or no production, and at the same time operates as a price regulator.

If the surplus were thrown on the market during the flush of the season, then because of the great abundance, the price would go so low that no person could afford to continue to produce, and for that reason, production would stop, or would at least be retarded to the great detriment of all. On the other hand, because the surplus was not stored at the proper time to be eaten during the season of scant or no production, then because of the great scarcity during this season, the price would be so high that very few, if any, could afford to pay it.

Stating it another way: the storing of the surplus results in higher prices to the producer during the producing time and in lower prices to the consumer during the non-producing time. These results are agreeable to all concerned.

Certain food products are stored for other reasons. For example, poultry is stored for two reasons: One is it conserves a surplus, and the other to preserve quality in answer to the demands of the public.

The poultry of commerce is stored during the flush of the season which, for broilers, and fryers, is during June, July and August and the fall and early winter for the other varieties. The greatest demand of the public is for the young birds, such as you have eaten on this occasion. To the poultry dealers, these young birds are known as Broilers, Fryers and Roasting chickens. But they are not always available as fresh dressed, because they do not retain their quality in the live state, and as time passes the broiler develops into a fryer, then into a roaster, finally into an old rooster and who wants to eat an old rooster? To preserve the quality which the public demands, poultry is very like a cherry—it must be plucked when it is ripe. After plucking, it is placed in a cold storage warehouse, where, under proper storage conditions, it may be held for twelve months and then come out “in not only a good, but a highly desirable condition,” according to government reports and the verification of the public. What the storing of the young birds means to producers may be told briefly: Without cold storage the market would finally be glutted with old roosters and the public will not, under ordinary conditions, eat them.

Still another purpose is served by cold storage. It frequently happens that consuming centers become glutted with perishable foods, during certain seasons, and the supply is so great that it cannot be consumed at once; or there may be in prospect, railroad congestion, or a railroad strike. In such cases, and in others of an emergency character, these foods are placed in cold storage warehouses for temporary purposes and after the emergency has ceased, they are again brought out and move into consumption. The cold storage warehouse insures against both feast and famine, so far as our perishable food supply is concerned.

I have stated that highly perishable foods (and the term highly perishable includes poultry, butter, eggs, fruits, berries and vegetables) are placed in cold storage warehouses in the flush of the producing season. This means that Nature's *first fruits* are stored away in seasons of plenty to be cared for until that period when mother earth refuses to produce, and by *first fruits* is meant the best, the perfect, the clean, the hardy—the kinds

that survive, and the same kinds which are strong enough to produce like kinds in other seasons.

(Concerning Butter, it may be said that, for the most part, only the very best is stored in cold storage warehouses. It is produced and stored in the early summer when the cattle, after enduring the rigors of winter, are permitted to graze in the open fields—when the grass is green and well watered—when the milk is abundant and rich with those elements which are so necessary to life and growth and health.)

These *first fruits* are gathered before Nature has been permitted to proceed very far, if at all, with her work of destruction, and from the place of production, with all due care and possible speed, they are transported in refrigerator cars or ships to the cold storage warehouse where they remain under the constant care of skilled men, with the result that they remain sweet and fresh and retain all of their life-giving qualities, so that when placed before the consumer, he has the assurance that he is eating healthy, wholesome food. This must be so, because the health authorities of the Nation and of very many of the States and Cities enforce drastic laws to see to it that the citizens of the country are provided with good, pure, wholesome food, and for the most part, these laws are directed mainly towards foods that have been in cold storage warehouses. Cold storage foods, properly cared for, have secured the entire commendation of the National Government and the Governments of the States and Cities referred to.

At this point I may say, and I believe it to be the fact, that the cold storage laws which are now on the books of the various states were misconceived and that they aim to correct evils which have never been proved to exist, but on the other hand it has been proven that they do not exist.

I may say also, and I believe the fact to be, that the laws I have in mind interfere with the free movement into consumption of certain farm products, particularly of the free movement of eggs, to the extent that both the producer and consumer are unjustly penalized. I will not dwell further on this subject only to say that in a very few years many of you will become producers and in preparing for that day, whenever you see in the newspapers anything that has to do with cold storage legislation, ask your fathers and mothers to seek information on the subject, before passing final judgment.

Now to get back to our main story: The story of food storing is as old as Noah, providing he took, for example, bees and squirrels into the ark with him. These little creatures work early and late, from the time the first bud breaks into bloom, or the first nut forms its meat, clear through the entire season. They store!! store!! store!! day in and day out, from early morn till late at night and when nature closes her workshop, they, too, cease to work with the assurance that the time of scarcity has been well provided for.

And so too, mankind, when he ceased to follow the sun in her seasons, and settled down to become a real citizen, followed the example set by the bee and the squirrel. His meats he preserved by drying in the sun, or by hanging in the chimney or smoke house; or by curing, as with salt, or by pickling, as by the pork barrel, or by cooking and packing away in crocks, covered with lard. His fruits he preserved either by drying or by canning; his eggs by means of lime, salt brines and water-glass; his butter and cream by setting in the “spring house” or by lowering in the well. His vegetables and some of his fruits by burying in the ground or by placing in the cellar. His cattle feed, by cutting in season, curing by means of the sun, and by storing in the hay-mow or by stacking in the open field. All of these enterprises carried him over the long winter when Producing Nature

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lay dormant and enabled him, during the cold winter nights, to sit before the cook stove or fire place and eat apples, and pop corn and drink cider and tell yarns.

He stored all of these things from his surplus, but when his crops failed and he had no surplus, there were no apples, no pop corn, no cider. This was the time of the emergency I told you about a while ago. Today when a certain locality is hard hit, the cold storage warehouse has a supply from another locality, which has not been hard hit and this supply is available to the remotest part of our country.

You have undoubtedly read in the newspapers, on more than one occasion, of disasters happening in one part of the country or another. A mine disaster, an earthquake, a flood,—cries for food. Food in carloads or train loads! Did you ever know before today where that emergency food came from? And War! On every letter received at your home, on every available advertising board in the land, in every newspaper you read, you saw these words: "Food Will Win The War." You know now how that food was cared for.

I have mentioned how the producer cared for his own wants during the season of scarcity.

Now for a moment we must consider the man who lives by means other than farming. He is making shoes, or clothing, or dress goods, or mowers or reapers—in fact everything that people, including the farmer, need. His wants are daily, and three meals a day. He lives in towns and great cities. In the cities he lives in what used to be called "flats." Since the rents went up, they are now called apartments. These apartments are in skyscraper buildings; they have a front door; a living room, with an inadoor bed, a diningroom-kitchenette. (The larger apartments have an additional bed room.) No door yard—no cellar—no well. You can see at a glance that city people, for the most part, crowded as they are for space, absolutely cannot store their food supplies. There are some fortunate ones who have cellars. These, however, are devoted to more poetic uses. When you folks from the country want to see the moon shine, you go out to your door yard and look up to the heavens. When the city man wants to do the same, he goes down to the cellar and looks down at the floor—he keeps it in a still.

The usual line of travel of food for the city consumer, is from the cold storage warehouse, to the grocery or market; from there to the domestic icebox; from there to the skillet, and from there to the table.

I have now reviewed the necessities for the cold storing of perishable foods and have pointed out the economic advantages. There remains one other advantage.

For nations to become strong and great and prosperous, they must encourage friendly relations with other nations, so that each nation may exchange its products for the products of other nations. In the year 1893, the great World's Fair was held in Chicago and people from every nation gathered here. It became a serious problem as to how to feed them. Every land has its own peculiar food. For example: certain tribes of the Philippine Islands had to have dog, or they could not eat. Our Esquimaux neighbors required blubber. Some of our Chinese friends had to have birds' nests. The Patagonian visitors were partial to Penquin Eggs, and so on down the line. Since then the foods of other nations may be constantly found in our cold storage warehouses. It may truthfully be said that the cold storage warehouse of America has made this great country of ours the half brother of the world, for no matter where the "stranger

within our gates" may hail from, he will find his own favorite food; Birds' nests from China, Reindeer from Canada, Bear from the "land of the midnight sun," Figs from Spain, Olives from Italy, Dates from Smyrna, Tea from Ceylon, Rabbits and Turkeys from Australia, Fishes from Norway and when a real Yankee ventures forth he is always assured of his favorite Corn Beef and Cabbage and "Ham An', Sunnyside Up."

In your travels today the mechanical features of cold storage were explained to you and you now have the whole story.

In summing up permit me to repeat that the cold storing of perishable foods carries the nation through the period of scant or no production; that for the most part, only surplus foods are stored—food which otherwise would be a drug on the market or else go to waste; that it is the means of insuring against emergency or national calamity, and that it acts as a price regulator, which benefits at once, both producer and consumer, and let me emphasize that the foods carried in cold storage warehouses are owned by thousands of owners and that the warehouse owners own none of it.

The facts I have given you came to me as the result of a survey made through warehouses scattered throughout the country, from Omaha and eastward, and all I have said pertains to Public Warehouses only. In closing, let me say again that the public cold storage warehouse has made the whole world kin, and this counts!

STAGGY CHICKENS

By A Member

The past few days we have had considerable grief on the matter of stags, one of the most disagreeable varieties of poultry to be handled. The greatest trouble to contend with is "what is a stag?" He is not always a chicken showing prominent buttons on the legs; and for that reason, no packer is ever buying the same number of stags his finished product contains. If the packer would have only an amount of stags to correspond with his purchases, he would be sitting pretty; but any one that will take the trouble to check his actual purchases of stags against that part of his finished product, he will find that he is getting the short end of the deal on the purchasing end. Even grading them out as closely as possible on the door scale, you will still have a lot of stuff going for stags in the finished product that has been bought for soft meated birds. This late in the season most any chicken with leghorn blood in it will grade out a stag; or will have to be classed as a stag by the color when cooled off. These coarse meated chickens always freeze out very dark colored and one or two stags in a box will show up like a black cloud in a clear sky, after the poultry is frozen. We always have a certain amount of trouble with stags. Usually, graders are going from one extreme to the other—either making everything stags or taking out too few. The manager or superintendent that can get his men lined up just right in grading has accomplished something that is rarely done. The same thing is true of the matter when purchasing the raw material.

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A National Transportation Institute

Hon. Sydney A. Anderson Explains Need of Institution for Research Work



Hon. Sydney A. Anderson

basic facts, to apply permanent remedies, he proceeded as follows:

"This is a very auspicious and important occasion. We hope that it is the inauguration of a program of action which will result in the permanent establishment of a National Transportation Institute, to study transportation, transportation property and performance, and the economic relationship between transportation, agriculture and industry. It is significant that in this body of men, the representatives of agriculture and industry predominate, for this fact demonstrates the vital interest of agriculture and industry in transportation, efficiently performed at a reasonable cost, and that the problems of transportation are as much the problems of industry and agriculture.

"It has been my observation in the contacts which I have had during the past one and one-half years with almost every important industry in the country, that most of our troubles arise from a lack of understanding of the other fellow's problem and the relation which it has to our own.

"This meeting is an auspicious indication that we are coming to a realization of this fact. There are many gentlemen here who were associated in one way or another in the investigation made by the Joint Commission of Agricultural Inquiry; I think they need no convincing of the necessity of such an agency as is proposed. However, I wish to express to them and to the representatives of transportation, agriculture and industry, my personal appreciation of the splendid co-operation which we received from them in the work which we were trying to do. This co-operation, more than any one factor in the situation, convinces me of the practical feasibility of organizing a National Transportation Institute in which the great industries of the country will be represented.

"I am a little bit in doubt as to the reasons why I have been assigned the job of presiding upon this occasion; I am not a farmer, although I earned my way through high school working on the farm and know something of the hazards, physical and economic, with which the farmer has been and is confronted. I am not a manufacturer; I never sold anything except myself, and never manufactured anything except public sentiment.

"My advertising experience has been limited to exploiting the reasons why the most intelligent constituency of the United States should continue to send me to Congress.

"My relationship with the railroads has been almost wholly confined to that of one of the millions who 'pays the freight.'

"However, I assume that my presence here may be ascribed to the fact that I had the honor to be Chairman of the Joint Commission of Agricultural Inquiry, created by Congress in June, 1921. The resolution which created this Commission was a very broad one, charging the Commission with ascertaining among other things, the causes of the agricultural crisis of 1920; the reasons for the 'spread' between the consumers' and purchasers' prices; the comparative condition of other industries; the adequacy of the credit, transportation, marketing and distributing machinery of the country.

"It was apparent from the outset that there was no hope of accumulating the basis of fact upon which sound conclusions

could be predicated by the usual methods of congressional investigation. As I saw it, therefore, the job was one of organizing new agencies through which a basis of organized and correlated information could be obtained.

"Without going into detail as to the method of organizing the committees and the organization which co-operated with them, I may say that altogether we established more than 200 committees and a co-ordinating organization of approximately 3,000 people. This organization included the best men and most constructive thinkers we were able to get in the best fields of agriculture, industry, distribution and transportation. In the transportation organization alone, were comprised 115 committees and 200 sub-committees, and a co-ordinating organization of about 1,600 people. We sent out more than 200,000 questionnaires asked more than 25 million questions, and made, or had made for us, more than 50 million mathematical calculations. I think I may say, after a year spent in this investigation, that the startling facts about transportation, as well as distributive economics, are not what we know about the agencies and functions of transportation and distribution, but what we *do not* know.

"This statement may seem surprising. I am aware that there is a general impression that through the agency of the Interstate Commerce Commission and the various State regulatory bodies, and private agencies of one kind and another, there has been assembled a vast amount of statistical data touching transportation.

"It is true that there is a considerable amount of data touching physical property and operation of railroads and other transportation agencies, but this data has not been organized with a view of bringing it together in such form as would make possible a sound judgment as to the relations of various factors of physical property and operation, and the drawing of sound conclusions from them.

"From the use which was made of these statistics in the last political campaign by various groups, I can sympathize with the fellow who said, 'There are three kinds of lies, plain lies, damn lies and statistics.'

"We had a force of people working for nearly a year organizing the statistics of transportation, in such a way that conclusions could be drawn from them. I may remark in passing, that more than six months ago, the Joint Commission pointed out what railroad men are now emphasizing, that the equipment of railroads, cars, motive power, terminal and track facilities—will probably be found to be wholly inadequate to do the business which may be expected, with the resumption of normal business activities.

"Transportation is a public function; it is not an end in itself, but a means to an end. It should be an efficient instrument in the conduct and development of the nation's agriculture, industry and commerce. It can continue to function under private management only if when so functioning it best serves the economic interests of the country.

"I have no personal interest in railroads or in other transportation agencies, but I have seen the economic relation of transportation and industry too thoroughly demonstrated, not to appreciate the fact that the problems of transportation are not merely transportation problems, but are problems in which the agriculture, industry and commerce of the nation are vitally interested. Transportation service and the cost of transportation service, in considerable measure, determine the location and prosperity of industry and agriculture. Transportation rates are as potent a force in determining this location and prosperity as taxes, and in many respects operate like taxes.

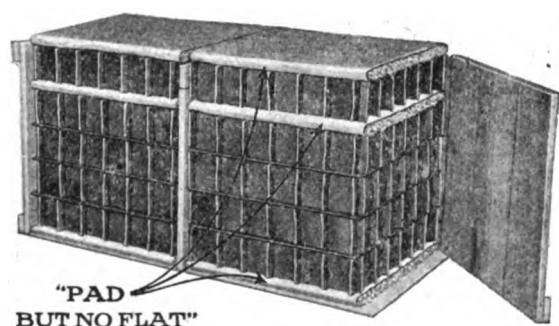
"The ability of transportation agency largely measures the amount of business that can be done by the country.

"We have concentrated our attention largely heretofore, upon the operative and financial problems of transportation. The time has come when some attention must be given to the relationship of different forms of transportation to each other, and to the economic effects of transportation service or the lack of it, and transportation rates.

"Secretary Hoover has recently made the statement that the pyramided increases in freight rates have added 100% to the mine price of coal and 1% to the price of cotton textiles. It has been claimed that the farmers of the United States pay 40% of the total freight bills; that the advance of August, 1920, added \$300 to the freight bill of every farmer in the United States.

"These statements may, or may not be true, but I venture the assertion that they are capable neither of proof nor dis-proof with any statistics now available, and I assert with equal confidence

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that there should be an agency representing the economic interests of the country, capable of accumulating the basis of fact upon which the economic effects of rates may be determined.

"The Joint Commission was able in some cases to determine the relative amounts taken by producing, converting and distributing agencies from the consumers' dollar. We attempted to find out the part played by transportation in the final price paid by the consumer. We were only partially successful, but I think I may say that we proceeded far enough to reach the conclusion, that transportation costs on the whole, are a far smaller element in consumers' prices than is generally supposed. It is probable that transportation costs less than wholesale distribution and that the total cost of retail distribution in the United States is four or five times as great as the total cost of transportation. Transportation as a whole is probably cheaper today than most consumers' goods; cheaper than clothing; cheaper than house furnishings; cheaper than drugs; cheaper than shoes; cheaper than building materials. *It is relatively higher than farm products and foods.* These figures, however, are based on weighted averages.

"I have had too much experience with averages not to appreciate the fact that they are usually deceptive and frequently lead to false conclusions. No accurate determination of the economic effects of transportation rates as to commodities or industries, can be obtained, except on the basis of more detailed information than is at present available.

"Retail associations, wholesale associations and associations of manufacturers, are beginning to realize that the cost of distribution has out-run the cost of production and manufacture; they are setting up agencies for study of the processes of distribution, and for the dissemination of sound principles upon which more effective and efficient methods of distribution can be predicated. If it is worth while for these agencies to undertake to inform themselves and the public in regard to their own business, is it not worth while for these agencies to combine to ascertain their relationship to transportation and the economic effects upon them and upon the country, of transportation rates and service.

"If the problems connected with transportation and distribution were not so practical; if they did not touch each industry so closely, if they were not a part of the daily operating factors of every industry, if, in other words, they were more obscure and scientific, we would promptly recognize the necessity of securing a basis of fact from which sound conclusions could be reached.

"Business and transportation are largely learned in the school of apprenticeship; the clerk becomes the merchant; the factory employe the superintendent; the railway conductor the railway executive; each learns along with the sound methods of the industry, the conventions and mistakes of his predecessor; so business and transportation operation becomes partially an imitation of a mistake someone made 30 years ago. We very promptly recognize the necessity of careful accumulation of facts and scientific duty of the more obscure phases of national life and existence.

"When a new bug appears in the country, departments of agriculture and scientific institutions, study its life history from the cradle to the grave; where it comes from, whither it is going; what it does in the summer, where it goes in the winter; what it likes to eat and drink; where it works by day and sleeps by night; where it marries its wife and how they raise their children; who its ancestors are even unto the third and fourth generations.

"All this is to the good, saves millions of dollars in destroyed crops and deceased animals. Even the flowers of the field and birds of their air are classified,—their histories, habits and customs determined.

"If it is worth while to spend millions of public and private funds in the accumulation and organization of information touching the obscure hazards of agriculture and industry, is it not worth while to set up an agency capable of accumulating and organizing the information touching transportation and its relations to the industry, agriculture and commerce, which so closely touch the prosperity and economic well being, not only of these agencies, but of the whole mass of population.

"Transportation, more than any other agency or instrumentality of commerce, is dependent upon sound and favorable public sentiment, yet it is a fact which I think no one will question, that no industry has been at less pains to create favorable public opinion than railroad transportation.

"Railroads formerly spent millions in securing the adoption of sound public policies by national and State legislative bodies, and defending these policies and their operating methods and performance before courts and commissions, only to find these millions had been spent largely in vain, because they have not been supported by adequate public knowledge and favorable public opinion.

"I have just been through a political campaign in which the transportation act was the chief issue. I found that the people and agencies that opposed the policies in the transportation act had been busy ever since its passage, creating unfavorable public opinion in regard to it. I supposed that it was generally understood that when the Government turned the railroads back to

their owners in March, 1920, it turned them back with an operating deficit which had previously been paid from the federal treasury, and that when they were so turned back, payment of this deficit was of necessity transferred from the public treasury to those who "pay the freight," but I heard every possible reason assigned for the increases in rates except this one. I had a right to expect that there would be some public understanding of the fact that the Government had in no way agreed to make up the difference between what the railroads earned individually or in the aggregate, and the return prescribed in the law or by the Interstate Commerce Commission; but I found there were thousands of people in the country who believed the contrary, and that the Government was paying the railroads millions of dollars upon the supposed obligation created by this provision.

"The point I am trying to make is, that those interested in the establishment of sound transportation policies, and who recognize relationship of transportation efficiency and service to the progress and prosperity of the nation, cannot expect that politicians or statesmen would be able to overturn public sentiment by unfavorable propaganda in the hectic excitement of four or five weeks' political campaign. The men in public life who recognize the importance of transportation agencies, the necessity of sound public policies with respect thereto, have a right to expect that agencies will be created by the industries interested in transportation to accumulate the facts and disseminate the information which will create favorable public opinion touching these policies.

"I know of no idea which has greater potentialities for the establishment of sound public policies with respect to transportation, and the creation of appropriate relationships between industry, agriculture and transportation, and for the dissemination of the information which is essential to favorable public opinion, than the idea which is responsible for the proposal to create a National Transportation Institute. When there can be created an institution in which the representatives of agriculture, industry and transportation can unite in the accumulation and organization of facts, and the dissemination of sound knowledge and conclusions based upon those facts, there is hope for the establishment and continuance of such policies as will make for a greater and more efficient America."

THE 'NATIONAL' AT TORONTO

President Pfeiffer Appoints Delegates to Attend Canadian Meeting

President Pfeiffer has appointed Charles E. McNeill, Advisory Counsel of the National Poultry, Butter and Egg Association, to represent the association at the annual convention of the Canadian Produce Association, to be held in Toronto on January 8-9.

The Executive Secretary was unable to fill this assignment because his presence is required in Chicago on January 9 to attend before the Consolidated Classification Committee, which has before it the carriers' proposed revisions of the egg packing, loading and inspection rules.

Mr. McNeill will leave Chicago on the evening of the 6th, deliver his message to our friends across the border on the 8th, partake of their hospitality for the two days and leave there on the 9th. His report of the meeting will be published in the 'Bulletin' for February.

SELLING GOOD EGGS

Michigan Farmers Looking for Outlet

The Dowagiac (Michigan) Farmers' Co-operative Association is seeking a market for eggs which will enable handling them "at a better profit for the farmer."

Concerning prices paid to farmers, O. L. Minor, manager of the association, stated: "We have known that better prices cannot be expected unless we have a better grading. Good eggs can never sell for what they are worth until separated from the stale, small and dirty eggs."

With Michigan farmers grading their eggs, buyers and shippers are afforded the opportunity of buying on quality basis.

San Francisco

Chicago

NEW YORK

Clairemont Process Sweeps Across the Country

ANNOUNCING

On January 1st, 1923, the CLAIREMONT STERILIZED EGG COMPANY have opened a new office at

5 Worth Street, NEW YORK CITY

Extended operations and the demand for eggs treated with the "ORIGINAL CLAIREMONT OIL IMMERSION PROCESS" compell us to establish additional offices to serve the Eastern territory.

SEALING THE SHELL MAKES EGGS "STA-FRESH"

"This Slogan is a Money Maker"

Mr. Victor Clairemont, the original inventor of the sterilizing process will be in direct charge of the New York plant, where he will be pleased to demonstrate the process and show you ways of increasing your profits in storage eggs.

Plan NOW if you intend to make money on your storage eggs for the coming season.

Clairemont Sterilized Egg Co.

General Offices

160 N. Market St.

CHICAGO

SAN FRANCISCO
424 Clay St.

NEW YORK CITY
5 Worth St.

Transportation of Dairy Products

Final Report of Joint Agricultural Commission Exhaustive

In previous issues of the "Bulletin" attention was drawn to the various investigations conducted by the Joint Commission of Agricultural Inquiry. During the investigations representatives of the National Poultry, Butter and Egg Association were in attendance and in co-operation with Mr. C. B. Hutchings, Traffic Manager of the American Farm Bureau Federation, prepared and presented much of the data that is included in the final report of the Commission.

Since the publication of the report, the Executive Offices have had no opportunity to examine it critically but from a casual reading it appears to "cover the ground" more thoroughly than anything which ever preceded it.

Those members of the Association who attended the "Egg Conferences" of January and February of the present year, will recognize this recommendation of the Commission:

"This Commission recommends that, so far as possible, carload shipments of eggs should be inspected at point of origin, so that the shipper there may know that he is complying with carriers' requirements, or that he may have an opportunity to improve the stowing so that the eggs can be carried safely."

Members of the "National" who are interested in Cheese and who have talked "Cheese traffic" to the Executive Offices will see almost their own words under the subcaption "Cheese." Butter and Poultry shippers will also recognize many of their own ideas. In a word, Mr. Hutchings and representatives of the National Poultry, Butter and Egg Association presented the ideas of producers and distributors. These ideas were considered by the Commission and those which they deemed of benefit are reproduced herewith—some good ones, however, went into the discard. The report contains other matter which was not presented by representatives of the "National."

Butter

Butter production has shown a marked change in two respects in the last 40 years. In the first place, practically all of the production was on the farms prior to 1880; today two-thirds of the butter produced in the United States comes from factories. As a result of this change from a local farm industry to a factory production the element of transportation has entered largely into the price of butter to the producer and to the consumer. In the second place, butter has had to meet the competition of several substitutes.

Seventy-six per cent of the butter produced in the United States in 1919 came from the Middle West or the States described by the census as East North Central and West North Central. Cream, which is the basis of butter, is in many cases secured from farms within a radius of 50 or 60 miles. In other cases the concentrators reach out as far as 500 miles to secure their raw material.

The economy of a centralized plant using the best mechanical devices, selling a large volume of butter and distributing over a wide area, is a recognized part of our business today, but if these economies are to be secured it is necessary that the cream shall be transported into these large plants.

The total amount of milk used for butter was estimated to be 32,310,117,000 pounds for 1920, or 35 per

cent of the total milk production of 89,658,000,000 pounds. This is divided, 18,135,117,000 pounds going to factories and the remainder, 14,175,000,000 pounds, being used on the farm.

In 1920 the total production of butter was 1,442,458,000 pounds, of which 17,487,735 pounds were exported.

Table A92 shows receipts at four important markets. Imports in 1920 were 37,454,172 pounds, and in 1921, 18,558,388 pounds, enough to affect the price directly along the Atlantic seaboard and indirectly in the interior.

Table A92.—Butter Receipts at Four Leading Markets

Market	1921 Pounds	1920 Pounds	1919 Pounds
New York	212,948,550	164,608,125	226,698,000
Chicago	193,591,200	176,745,225	185,779,000
Philadelphia	58,765,725	48,631,050	51,191,000
Boston	74,537,700	72,991,875	73,223,000
Total	539,843,175	462,976,275	536,891,000

Upon the inbound product the rates are made in much the same way as milk destined to the city market, that is, upon a more or less flexible mileage scale. Cream rates are generally higher than milk. On outbound movement of butter, unless there are special commodity rates, third-class rates apply to the carload shipment, and second-class rates to less-than-carload shipments. In its transportation it is necessary that the carriers furnish clean, sweet cars, in good condition, for any odor in the car will spoil the butter very quickly; and, likewise, if the drain pipes become clogged, ventilation and proper refrigeration are prevented. The movement is almost entirely eastbound to the great consuming centers, although from such distributing points as St. Louis, Chicago, and Pittsburgh there is considerable movement toward the south.

Effective August 1, 1919, the Interstate Commerce Commission ordered the rates on butter in carloads reduced from second to third class in official classification territory. The less-than-carload rates were not changed, although approximately one-half the movement is in less-than-carload quantities.

On December 1, 1913, butter brought to the producers an average of 29.2 cents per pound; on December 1, 1920, 54.7 cents; and on December 1, 1921, 41.1 cents. It can not be said that the changes in transportation rates have materially affected the fluctuations in prices. Although there is a material change in the price of butter from season to season and often from day to day, the seasonal fluctuations are due largely to the change in the amount of butter available, while the daily variations may be due either to a change in the supply immediately available at a given market or to the efforts of the manufacturers and dealers to control the price. The price of butter fat to the farmer is obviously more largely influenced by these fluctuations in prices than by the freight rate.

At the same time it must be remembered that a fraction of a cent per pound of butter means a great deal of money in the aggregate when multiplied by millions of pounds. The Minnesota creameries have recently arranged to concentrate their product, shipping into the concentrating point in less than carload quantities and out from that point in carloads, instead of shipping through from the creamery to final destination in less than carload quantities. This has meant a saving in freight charges from St. Paul to New York City of \$76

We want to buy Fresh Eggs
MERRILL & ELDREDGE

158-162 No. Market St.
CHICAGO

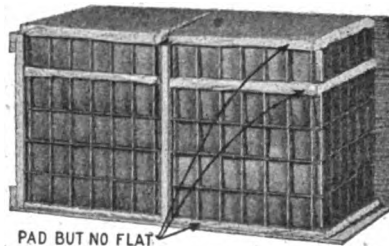
We want to Sell Storage Eggs

We are now permanently located in Our New Modern up-to-date
 Produce House at
 1122-24 Fulton Market

Where we are fully equipped to handle

POULTRY—BUTTER—EGGS

THE PETER FOX SONS CO.
CHICAGO



The experience of the 1922 season has proven the worth of the improved excelsior pad. Use them as indicated in the illustration, six to the case, with new cases, new honeycomb fillers and flats. Good results are certain.

H. W. SELLE & CO.

Manufacturers

1000-1016 N. Halsted St.

Chicago, Ill.

on every shipment of 20,000 pounds, or two-fifths of a cent per pound. While this amount spread over each individual pound of butter may be small, yet the saving to the farmer is considerable, and this commission believes that so far as trade conditions will permit other creameries might well follow this example.

Cheese

The production of cheese is restricted to certain well-defined areas. In 1914 Wisconsin alone produced 55.8 per cent of the cheese produced in this country, New York State 25.9 per cent, and all the other States producing but 18.3 per cent. In 1920 Wisconsin increased its share of the production to 74.6 per cent, while New York had decreased to 12 per cent, and the other States to 13.4 per cent. The distribution of cheese from Wisconsin is country wide, although more than one-half of the Wisconsin cheese is consumed in the densely populated area east of the Mississippi and north of the Ohio Rivers. Receipts at four principal markets are shown in Table A95. There is also a very considerable volume of cheese shipped into the Southeast.

Table A95.—Cheese Receipts at Four Leading Markets

Market	1921 Pounds	1920 Pounds	1919 Pounds
New York	51,981,396	47,003,774	66,045,808
Chicago	85,848,944	81,596,734	81,018,741
Philadelphia	20,951,864	16,865,693	21,392,423
Boston	13,207,544	12,996,717	17,577,631
Total	171,989,748	158,462,918	186,034,603

- In Wisconsin the usual method of cheese production is to hire an expert to manage the factory for a contract price per pound of product. Ordinarily the milk is not sold to the factory by the farmer, but is merely delivered to the cheese maker, who, after the manufacture, sells the cheese and allocates the returns to the individual farmers in proportion to the milk delivered. There are, in addition, some factories in which the milk is bought outright and the cheese sold for the account of the owner.

After manufacture the cheese is shipped into a concentrating point by railroad or by truck.

With the increase in rates and the growth in the dairy industry the tendency has been to increase the number of concentrating points. After 15,000 pounds of cheese have been gathered at the concentrating point destined to one consignee, the railroads will permit the exclusive use of a refrigerator car without extra charge for the use of such car or for heater service or refrigeration. The less than carload shipments of less than 15,000 pounds move in the carriers' regularly scheduled refrigerator cars. Carload shipments, i. e., 20,000 pounds or more, move at carload rates plus an extra charge for refrigerator or heater service, the amount of such charge depending upon the particular point of origin or destination.

In official classification territory where a large part of the cheese is consumed the rates were increased from third to second class less than carload in April, 1921, of approximately 20 per cent. This increase was, of course, added to the general advance of August 26, 1920. Then in January, 1922, rates from the interior Wisconsin points were readjusted so as to align the rates properly in relation to the rates from the base points—Chicago, Milwaukee and Manitoba. The result is that the cheese rates are now on a very high level, and by comparison with more valuable and more highly perishable commodities, such as eggs or grapes, are out of alignment.

- The spread between the wholesale price of cheese at New York and at Chicago, although constantly widening, was so great that the cheese price at New York, less freight from Wisconsin, was greater than the price

at Chicago less freight. If other circumstances are equal, the level of rates is not a serious impediment to the business, yet it is worth while to note that Chicago is the immediate and nearby market for the Wisconsin producer upon which he dumps his product whenever there is a surplus.

Poultry

Out of a total of 372,825,264 chickens in the United States in 1920, 108,433,294 were in the West North-Central States.

As a general rule, the poultry is sold by the farmer to a huckster, who may in turn sell to another huckster or direct to some shipper. The packers are also buying a large number of live poultry, milk feeding them for from four or five days to a couple of weeks before dressing for the market. On some of the specialized farms in the Middle West poultry is dressed on the farm and shipped direct to market.

In the shipment of dressed poultry it is essential that it be carefully packed and graded. Fowls of the same size, same color of skin, and same general appearance should be put in the same box or barrel. When packed in barrels they should not be packed solid, as those in the center are likely to spoil. If packed warm the entire contents of the package are likely to spoil.

There is a large movement of live poultry from the West, particularly to New York City. This movement has grown tremendously in the last few years, partly due to the building of special live-poultry cars and partly to increased demand. These special cars are merely enormous coops on wheels partitioned to carry 5,000 chickens. At destination railroads must provide either special warehousing facilities or a special inclosed yard for the unloading and distribution of poultry in order to prevent theft.

A carload of live poultry at New York City is worth from \$4,200 to \$6,000.

When live poultry is shipped by freight, no extra charge is made for the transportation of feed in the car unless the consignee takes the surplus at destination, if any. Caretakers are given free transportation with the loaded movement, and in some cases free return transportation.

A considerable number of young chicks are shipped by parcel post. In the spring every farm paper is filled with advertisements offering day-old chicks for sale and guaranteeing delivery by parcel post. What the exact volume of this movement is no one knows, but individual shippers handle as many as 25,000 per year.

Table A99 shows the receipts of dressed poultry at the principal markets during 1919, 1920, and 1921.

Table A99.—Dressed Poultry Receipts at Four Leading Markets

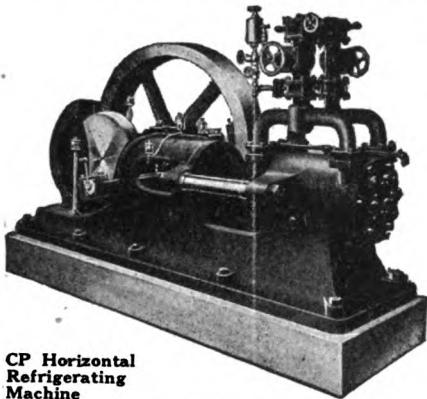
Market	1921 Pounds	1920 Pounds	1919 Pounds
New York	124,551,836	101,094,445	113,708,144
Chicago	64,990,100	57,324,524	66,953,692
Philadelphia	22,892,906	21,606,182	23,906,331
Boston	39,921,909	34,087,208	37,531,307
Total	252,356,751	214,112,359	242,099,474

In November and December, 1913, the average market price was 14½ cents, while in 1921 it was 22 cents, or nearly 152 per cent of the 1913 price.

There is some movement of live poultry by express. The express classification provides that all foods and drinks shall be carried as second class unless otherwise specified. The present classification of live poultry is hybrid, being second class for hauls of less than 400 miles and first class for more than 400 miles. The result of this increase of nearly 33½ per cent has been to reduce the movement of live poultry by express to the detriment of the express company and of the producer. The dealers state that shipments which formerly moved by

CP MECHANICAL REFRIGERATION

THE installation of the CP MECHANICAL REFRIGERATING SYSTEM means not only the production of freezing temperatures by artificial means but absolute control of the temperature over the widest range possible. By simply turning a valve handle you can reduce the temperature of cream to 48° or 50° Fahrenheit, thus checking the ripening process when desired. The muss, bother, and danger from moulds and bacteria when ice is used are eliminated, for a refrigerator cooled by CP MECHANICAL REFRIGERATION SYSTEM is dry, sweet smelling and sanitary.



CP Horizontal Refrigerating Machine

Send today for our booklet entitled "How Modern Refrigeration Increased Brown's Bank Account."

The Creamery Package Mfg. Company

Sales Branches—(Write to Nearest One)

Chicago, 61-67 W. Kinzie St.
Boston, 138-140 Washington St. N.
Buffalo, N. Y., 133-137 E. Swan St.
Kansas City, Mo., 1408-10 W. 12th St.
Minneapolis, 318-320 Third St. N.

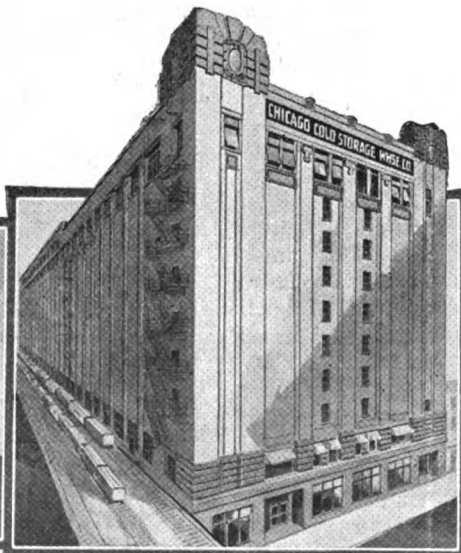
Omaha, 118-115-117 South Tenth St.
Philadelphia, 1907 Market Street.
Portland, Ore., 6-8 N. Front Street.
San Francisco, 699 Battery Street.
Toledo, 119 St. Clair St.
Waterloo, 406-8 Sycamore St.



STORE POULTRY WITH

*Modern Warehouses
Quickest Service
Best Railroad Facilities
Reasonable Rates*

*Low Insurance
Financial Strength and
Liberal Advances
A Spirit Of Accommodation*



CHICAGO COLD STORAGE WAREHOUSE CO.

G. M. WEAVER,
Vice President and General Manager

EDWIN C. GOTT

N. A. EMMERTZ
Secretary and Treasurer

GENERAL OFFICES—1526 S. State St., Chicago, Ill.

express are now moving largely by freight, being trucked into other towns, remaining on the farm, or being sold to near-by packing plants at prices prevailing there. The express company states that the claims paid on live poultry for the 12-month period ending November 30, 1919, were \$264,742.43, or 10 per cent of the gross revenue on live poultry.

The present freight rates on live and dressed poultry are out of line with each other in some districts, due to the various methods of applying the 10 per cent reduction effective January 1, 1922, while in other districts this relationship has been preserved. In official classification territory the carriers applied the reduction to dressed poultry, in southern territory to live poultry, and in western territory to both.

The present rate on live poultry from Chicago to New York is \$1.05 per hundred pounds, or \$210 per car of 20,000 pounds. Adding to this amount of freight charges the cost of feed and water, expense of caretakers and other incidentals, the total cost of transportation is probably around \$275 or \$300. With an average price of \$5,000 for a car, the total charges for transportation of \$300 would be about 6 per cent of the total value, or 6 cents per chicken, if the car is loaded full.

Eggs

The principal centers of production for eggs are in the Middle West in the same States which furnish the largest proportion of the poultry. Various methods of getting the eggs from the individual farms to the city market are in constant use. There is still the old system of barter at the country store, after which the merchant makes up a case or two of eggs and forwards them to his dealer in the city. The farmer may himself collect a case or two of eggs and ship either to a dealer or to some concentrating point or packer. Farmers are now also organizing cooperative shipping associations, known as egg circles, which concentrate the eggs in considerable quantity and forward them to some market, either on consignment or upon direct sale to some dealer.

In the shipment of eggs one of the principal wastes is the lack of any uniform system of grading. In order to secure the best market the country shipper should be able to guarantee that the eggs are absolutely fresh, and should grade them so as to secure within a case uniformity of color, size, and shape. The Boston market pays a premium for brown eggs. The New York market pays a premium for white eggs sufficient in many cases to cover the transportation charges from Chicago to New York, while some other markets do not distinguish between the two colors. Such a premium may be wholly unjustifiable, but it should be recognized by the shippers. Every attempt on the part of the farmer to cater to the quality trade will result in greatly increased returns.

There is a considerable movement of eggs from the United States to Canada, where they are carefully candled, graded, and then shipped to Great Britain. Because of the careful standardization of grades in Canada, England accepts these eggs in preference to eggs direct from America.

This commission accordingly believes that the Department of Agriculture should make a study of this situation and lay down such standards for use in the United States as will enable American producers and shippers to export eggs direct to European countries.

Table A100 shows the average receipts and average

market prices at Chicago and New York, and the average farm prices in the United States, for the years 1913 to 1921, inclusive. Table A101 shows the receipts of eggs at New York, Chicago, Philadelphia, and Boston.

Table A100.—Average Receipts and Average Market Prices at Chicago and New York and Average Farm Prices in the United States of Eggs for the Years 1913-1920

Year	Chicago		New York	
	Receipts (cases)	Market prices per dozen	Receipts (cases)	Market prices per dozen
		Cents		Cents
1913.....	4,593,800	24.3	4,713,555	37.5
1914.....	4,083,163	25.8	4,882,222	39.0
1915.....	4,896,246	25.0	5,585,329	50.0
1916.....	5,452,737	28.3	4,858,274	31.6
1917.....	5,678,679	40.6	4,357,061	44.1
1918.....	5,049,743	44.2	5,026,548	48.6
1919.....	4,616,652	48.2	6,007,641	55.7
1920.....	4,153,584	51.7	5,157,535	57.5

Table A101.—Receipts of Eggs at Four Leading Markets

Market	1921	1920	1919
	Cases	Cases	Cases
New York.....	6,608,840	5,157,535	6,007,643
Chicago.....	4,154,879	4,153,584	4,631,550
Philadelphia.....	1,647,059	1,395,909	1,714,318
Boston.....	1,820,138	1,647,648	1,720,460
Total.....	14,230,916	12,354,676	14,073,971

While the quantity of shell eggs is much less than the normal demand, the amount of frozen eggs is very much greater. The cold storage of eggs is to the farmer of the utmost benefit, as it provides a market for the eggs produced in the spring without the necessity of that market immediately consuming the supply then furnished. In other words, cold storage acts as a stabilizer upon the price, both to producer and consumer, and gives the consumer a regular supply.

At the same time a very large proportion of the eggs sold by the farmers leave their hands in March, April, May, and June, when the prices are lowest.

In the transportation of eggs two principal questions are involved: First, they must be kept at proper temperature to prevent spoiling; second, due to the fragile nature of the commodity they must be properly packed in the case and properly stowed in the car and transported without any rough handling, either in the switching yards or on the line.

In order to protect themselves against loss, numerous rules have been made by the carriers which specify in great detail the penalties for noncompliance with these rules. In general, carriers inspect the cars at destination to see that the rules have been complied with, but the eastern roads are now beginning to inspect these cars at Chicago as well as at the eastern destination.

This commission recommends that, so far as possible, carload shipments of eggs should be inspected at point of origin, so that the shipper then may know that he is complying with the carriers' requirements, or that he may have an opportunity to improve the stowing so that the eggs can be carried safely.

Shippers and carriers have been studying the problem of safe transportation of eggs for over a year. A material reduction in the loss and damage claims, which today run in excess of \$1,000,000 per year, can be secured only by the widespread use of such interior packing in the cases as will consistently and certainly protect the eggs. At the present time the railroads endeavor to restrict the use of strawboard flats and fillers to new flats and fillers, but the impossibility of examining every case of eggs to determine whether the interior packing is or is not new is evident to every carrier, as well as to every shipper and receiver of eggs.

This commission believes that some means should be devised for the transportation of eggs in containers which may be used repeatedly with safety, and commends to the carriers and shippers a very careful consideration of the subject from this point of view.

DECKO DOES IT DAILY

DECKO fed daily adds a pound of flesh at a cost of 4 to 7 cents for feeding. Would you buy poultry at 4 to 7 cents a lb. and resell at present market values? This is exactly what you achieve when you feed DECKO daily

One of the largest midwest shippers fed DECKO daily through September and October. The gains in weight ran from 10 to 25 per cent in 4 to 6 days feeding DECKO'S daily performance is what counts.

DECKO is the only Fattener that is tested every day of the year for standard quality. It is fed continuously to market fowls at our own plant and the results are checked up daily.

This is your Guarantee that DECKO is always of full strength, potency and quality. Feed DECKO daily.

Write or wire today for prices.

The Simmons Milling Co.

153 W. Water St.

CINCINNATI, OHIO



WHAT IS QUALITY?

By Harry E. Arkins

As "quality" is the basis of all business transactions, particularly where foodstuffs are concerned, a few lines on the subject would not be amiss.

First of all, let us determine just what the word "quality" means. Webster seems to have defined it correctly, when he describes its meaning as "distinguishing property."

In dealing in butter, eggs and poultry we have established certain grades—each grade having to do with the variations in quality of the same commodity.

It is a matter of certainty that all purchasers desire the best quality they can possibly secure for their money; price is, and therefore should be, a secondary matter especially where eatables are involved.

Quality in butter, eggs and poultry is an essential factor in securing the best market prices and also in establishing a reputation for a shipper or receiver who handles these commodities, in best quality—the shipper or receiver knows that the best quality will find a ready outlet at the right price.

Therefore, uniformity in quality or standardization of quality is of great importance and with good marketing methods there should be no difficulty in securing liberal returns.

It is a known fact that when a car of eggs is offered for sale, the first question asked is "what will it grade?" and in the case of a car of butter, the question is "what will it score?" Price does not enter into the deal until the quality is ascertained.

In the marketing of butter or eggs in the distributing centers, it is surprising to know how a small defect in the quality of the commodities will result in the loss of a sale or a cut in the price, while on the other hand, if the merchandise is of superior quality, a premium will gladly be paid in order to obtain the best stock available.

The fact that quality production makes excellent marketing conditions and creates a better feeling between the shipper and receiver cannot be too strongly emphasized. The very highest degree of satisfaction is derived from such dealings by both parties involved.

GUS LUDWIG TO UNDERGO OPERATION

Chairman, Membership Committee Suffers from Throat Trouble

Gus Ludwig, Chairman of the Membership Committee of the National Poultry, Butter and Egg Association, has suffered from throat trouble for a long time, and after examination and consultation by eminent throat specialists, an operation has been decided upon for the near future.

Gus Ludwig's vocal chords in times past have been the means of touching the hearts and pocketbooks of hundreds of American citizens and his voice in the Liberty Loan Drives was heard above all others. At our recent convention, also, his voice was one of the instrumentalities which was the means of bringing aid and comfort to our 'Bill' O'Keefe.

Those who have seen Gus in action know it is

"The heart that giveth grace unto every art," and they pray for his speedy recovery because this rare combination of heart and voice is so much needed.

EGG MARKETING WORK IN THE STATE OF WISCONSIN

The poultry and egg marketing work was started by the Departments of Markets in October, 1921. This step was found necessary to meet an increasing demand for work along this line inasmuch as the production of poultry and eggs is rapidly becoming one of the most important agricultural activities in the State. The value of this crop in 1921 was estimated at \$30,000,000 ranking fifth in total value among all crops produced in the State.

Before attempting any regulation of egg marketing practices it was found necessary to make a survey of egg production and marketing in the State. It was found that Wisconsin produces more eggs than are consumed within its borders, the surplus being marketed largely in Chicago, Philadelphia, New York and Boston.

Of the 2,507,500 cases of eggs produced in Wisconsin in 1921, 37.7% or 950,000 cases were kept on the farm. Of these eggs 100,000 cases were kept for hatching and 800,000 cases for home consumption. The estimated farm loss amounted to 50,000 cases. Of the 1,557,500 cases marketed in 1921, 62.3% or 922,125 cases were sold in Wisconsin cities and 557,500 cases were sent out of the State. The marketing loss amounted to 77,875 cases.

The results of this survey show two things: (1) local marketing practices make it difficult for the producer to dispose of high quality eggs advantageously, and (2) there is an excessive loss in quality before Wisconsin eggs reach the consumer.

To remedy the first trouble co-operative marketing has been encouraged in sections where the conditions seem favorable and a real need for such activities exists. Four organizations are now disposing of their eggs along lines indicated by this department. A bulletin on Co-operative Egg Selling has been issued giving information on preparing high quality eggs for shipment.

It was found to be a difficult matter to outline any workable program designed to improve the quality and establish a reputation for Wisconsin eggs. Our survey showed that Wisconsin was favorably situated to market the highest quality eggs of any State in the Mississippi Valley. The temperature during the summer months is generally cool, resulting in low heat losses and the transportation system has been so organized that pick up refrigerator cars are available to nearly every shipping point in the State. These two factors make it possible to produce and market eggs during the summer months with a minimum of deterioration. Egg producers and shippers have not taken full advantage of these favorable natural conditions in the past.

To determine what action was desirable on egg marketing a preliminary hearing was held at Madison last fall attended by dealers from all over the State. It was generally agreed that some move should be made to reduce the losses from rotten, stale, small, dirty and shrunken eggs which are being marketed at present. The department has given this matter much thought and it appears that the only feasible means of accomplishing the desired results will be to establish trading in eggs upon a graded basis. By paying less for small, dirty, stale eggs and more for

large clear fresh ones the buyers can materially reduce the percentage of low quality eggs received. This has been conclusively demonstrated by dealers in the State who have tried it out. The department has prepared a tentative system of grading on which hearings are being held at the present time.

FIFTY MILLION MATHEMATICAL CALCULATIONS

Honorable Sydney A. Anderson, whose address is reproduced elsewhere in this issue of the 'Bulletin' gives some idea of the work undertaken by the Joint Commission of Agricultural Inquiry, of which he was Chairman.

To the lay mind, the figures involved are astounding and it would seem that after a Governmental agency had asked some twenty-five million questions and had made some fifty million calculations, that the treatment for the nation's transportation and distributive ills would be pretty well indicated, but according to Mr. Anderson, treatment that will effect a general, permanent cure, is not yet in sight. However, the means for securing a remedy which will effect a permanent cure are in sight, and these lay in the creation of a National Transportation Institute such as Mr. Anderson and the Joint Commission recommend.

That such an institution of education is indicated, is apparent to all who are familiar with the transportation and distributive troubles of this industry. There is not a week goes by in the Executive Offices but that some perplexing question arises, and there is no authoritative agency that may be appealed to for guidance. The result is that it frequently happens we find ourselves standing in our own light, and in many instances taking steps which ultimately rebound to our own detriment. This is simply because the facts of production, transportation and distribution are not properly correlated from intensive and statistical standpoints.

There is one conclusion that Mr. Anderson came to as the result of his investigations, which should be emphasized, and concerning it he stated:

"I think I may say, after a year spent in this investigation, that the startling facts about transportation as well as distributive economics are not what we know about the agencies and functions of transportation and distribution, but what we *do not* know. It is this lack of knowledge which causes the trouble and calls for the creation of a National Transportation Institute."

Whether a National Transportation Institute will be an accomplished fact remains to be seen, but it must be said that Mr. Anderson has pointed out the way, and it is just as important to know that we *do not* know, as it is to know that we *do* know.

Coupling our own experiences with the conclusions of the Joint Commission we know that we *do not* know. For this reason Mr. Anderson's proposition should meet with hearty support.

And for another reason his recommendation should carry great weight: he approached the subject of transportation with an open mind, free from prejudice and bias; the most far-reaching investigation ever made by this or any government was conducted under his immediate supervision and his conclusions have stood the test of scientific analysis; he is therefore well qualified to point out the way.

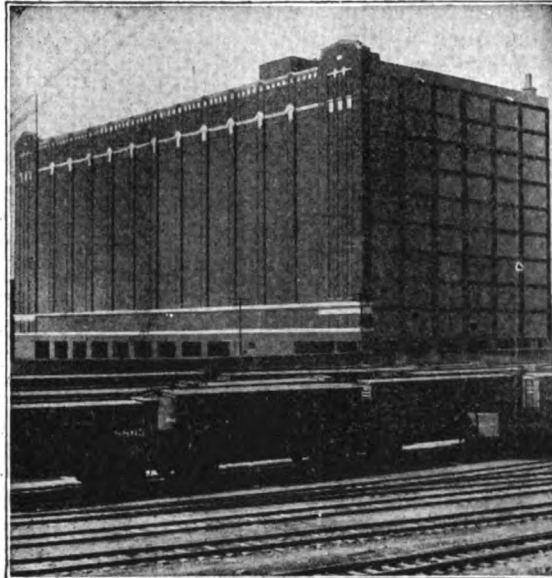
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DAIRY COMMODITY TARIFF RATES

R. F. Frary, secretary of the Michigan Allied Dairy Association, has selected from the recently enacted Fordney Tariff law, a list of those commodities in which 'dairy folks' are interested. Concerning the list, he makes the following comment:

The commodities listed below, selected from the recent Fordney Tariff Bill, are commodities in which many of the dairy folks are interested. The figures represent the tariff they carry under the new law. The paragraph reference is as listed in the enacted law.

You will notice we were successful in having the duty on salt reduced from 20c per cwt. in bags or barrels to 11c per cwt., and bulk salt was reduced from 16c to 7c per cwt.

Some dissatisfaction has been expressed by Michigan plants with paragraph 708, but in so long as these duties are for the protection of the American public rather than the Michigan public, we subscribe our O. K. We have not yet forgotten the conditions of dairy markets a short year ago when foreign goods were flooding the country.

For the benefit of members of this Association who are interested in the subject, we are glad to publish the list of commodities as prepared by Mr. Frary and acknowledge that he has performed a good service. The commodities and rates follow:

Paragraph 1. Tartaric acid, 5c per lb.; citric acid, 17c per lb.

Paragraph 11. Arabic or Senegal gum, $\frac{1}{2}$ c per lb.

Paragraph 19. Casein or lactarene, $2\frac{1}{2}$ c per lb.

Paragraph 24. Distilled and essential oils, flavoring and other extracts, essences, when containing alcohol, 20c to 80c per lb., and 25% ad valorem, depending upon the percentage of alcohol contained.

Paragraph 42. Edible gelatin, valued at less than 40c per lb., 20% ad valorem and $3\frac{1}{2}$ c per lb.; valued at 40c or more per lb., 20% ad valorem and 7c per lb.

Paragraph 53. Animal oils not specifically provided for, 20% ad valorem.

Paragraph 54. Oils, expressed or extracted; castor oil, 3c per lb.; olive oil, weighing less than 40 lbs., with container, $7\frac{1}{2}$ c on contents and container; olive oil not specifically provided for, $5\frac{1}{2}$ c per lb.; other expressed and extracted oils not specifically provided for, 20% ad valorem.

Paragraph 55. Coconut oil, 2c per lb.; cottonseed oil, 3c per lb.; peanut oil, 4c per lb.; soya bean oil, $2\frac{1}{2}$ c per lb.

Paragraph 59. Oils, distilled or essential; lemon and orange, 25% ad valorem.

Paragraph 61. Vanillin, 45% ad valorem.

Paragraph 83. Sodium chloride (salt), in sacks and barrels, 11c per cwt.; bulk, 7c.

Paragraph 92. Vanilla beans, 30c per lb.; tonka beans, 25c per lb.

Paragraph 503. Sugar, raw, from Cuba, 96 degrees, \$1.76 per cwt.; maple sugar and maple syrup, 4c per lb.

Paragraph 701. Tallow, $\frac{1}{2}$ c per lb.; oleo oil and oleo stearin, 1c per lb.

Paragraph 707. Milk, fresh $2\frac{1}{2}$ c per gallon; sour milk and buttermilk, 1c per gallon; cream, 20c per gallon; provided, that fresh or sour milk containing more than 7% of butterfat shall be dutiable as cream, and cream containing more than 45% of butter fat shall be dutiable as butter.

Paragraph 708. Milk, condensed or evaporated: In hermetically sealed containers, unsweetened, 1c per pound; sweetened, $1\frac{1}{2}$ c per lb.; all others, $1\frac{3}{4}$ c per lb.; whole milk powder, 3c per lb.; cream powder, 7c per lb.; skimmed milk powder, $1\frac{1}{2}$ c per lb.; malted milk, and compounds or mixtures of or substitutes for milk or cream, 20% ad valorem.

Paragraph 709. Butter, 8c per lb.; oleomargarine and other butter substitutes, 8c.

Paragraph 710. Cheese and substitutes therefor, 5c per lb., but not less than 25% ad valorem.

Paragraph 713. Eggs of poultry, in shell, 8c per doz.; whole eggs, egg yolk and egg albumen, frozen or otherwise prepared or preserved, and not specially provided for, 6c per lb.; dried whole eggs, dried egg yolk, and dried egg albumen, 18c per lb.

Paragraph 716. Honey, 3c per lb.

Paragraph 737. Cherries, in their natural state, sulphured or in brine, 2c per lb.; maraschino cherries and cherries prepared and preserved in any manner, 40% ad valorem.

Paragraph 746. Pineapples, $22\frac{1}{2}$ c per crate of one and ninety-six one-hundredths cubic feet; in bulk, three fourths of 1c each; candied, crystallized or glace, 35% ad valorem; otherwise prepared or preserved, and not specifically provided for, 2c per lb.

Paragraph 749. Fruits in their natural state, in brine, dried, dessicated or evaporated or otherwise preserved and not specifically provided for, 35% ad valorem.

Paragraph 755. Pistachio nuts, 1c per lb.

Paragraph 758. Walnuts of all kinds, not shelled, 4c per lb.; shelled, 12c per lb.; pecans, unshelled, 3c per lb.; shelled, 6c per lb.

Paragraph 759. Edible nuts, shelled or unshelled, not specifically provided for, 1c per lb.; pickled, or otherwise prepared or preserved, and not specially provided for, 35% ad valorem; nut and kernel paste, not specially provided for, 25% ad valorem; provided, that no allowance shall be made for dirt or other impurities in nuts of any kind shelled or unshelled.

Paragraph 760. Oil-bearing seeds and materials; castor beans, $\frac{1}{2}$ c per lb.; flaxseed, 40c per bushel of 56 pounds; soya beans, $\frac{1}{2}$ c per lb.; cottonseed, one-third of one cent per lb.

Paragraph 775. Chocolate and cocoa, sweetened or unsweetened, powdered or otherwise prepared, $17\frac{1}{2}$ % ad valorem, but not less than 2c per lb.; cacao butter, 25% ad valorem.

Paragraph 1584. Tragacanth gum, free list.

Paragraph 1626. Oil-bearing seeds and nuts; copra, hempseed, palm nuts, palm-nut kernels, tung nuts, rapeseed, perilla and sesame seed; seeds and nuts, not specially provided for, when the oils derived therefrom are free of duty. Free list.

EDUCATING THE EDUCATORS

Some thirty High School teachers from the Hyde Park High School, Chicago, were escorted through the Central Cold Storage Warehouse on December 16.

The facts of the cold storage enterprises were explained to them by Mr. Charles S. Borden, First Vice President of the National Poultry, Butter and Egg Association, who graduated from the school in question, and it was through his efforts the arrangements were made.

Prior to the visit of the teachers, the 'Central' prepared a leaflet entitled 'The Wonder of Cold Storage'—this was presented to each visitor.

Merchants Refrigerating Company

Unequaled facilities for the storage of

All kinds of Perishable Food Products

Warehouses of modern construction, low insurance, unexcelled locations and superior service

New York—17th Street and 10th Avenue. Warehouse in the West Washington Market District, on tracks of the New York Central Railroad.

Downtown Warehouses in the heart of the Produce Trade, convenient to all Railroad Terminals and Piers.

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BUTTER-EGGS**

Carloads or Less

Confidence in our Service is the tie
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CHICAGO

BUTTER and EGGS

EDUCATING SCHOOL CHILDREN

Six Hundred Farm Boys and Girls, from every State in the Union, visited Chicago early in December. On Thursday the Seventh, they were guests of the Booth Cold Storage Company, Calumet Refrigerating Company, Central Cold Storage Company, Chicago Cold Storage Warehouse Company, George J. Cooke Company, Fulton Market Cold Storage Company, North American Cold Storage Company and United States Cold Storage Company.

The Boys and Girls were divided into groups, each group in charge of a "leader" of their own number, and visited the cold storage warehouses mentioned.

At the warehouses they were met by the various managers and assistants who escorted them through, at the same time explaining the mysteries (?) of mechanical refrigeration and the effect of temperatures on the various commodities.

After the visit to the warehouses the Boys and Girls were escorted to Hotel Sherman, where at six o'clock, a *cold storage* supper was served. This consisted of Fruit Cocktail, Celery, Olives, Salted Nuts, Chicken Soup with Noodles, Broiled Chicken, French Fried Potatoes, Carrots and Parsnips, Heart of Lettuce Salad (Egg Dressing), Cherry Pie *a la Mode* and Coffee. The menu bore the certificate of Hotel Sherman to the effect that the food served had been kept wholesome in cold storage.

After the supper the Executive Secretary of the National Poultry, Butter and Egg Association spoke on The Cold Storage Enterprises.

After the talk by the Executive Secretary, Ralph C. Stokell, who had active charge of the matter for the warehouses mentioned, announced that prizes would be awarded for the best essays from each State, written by those who visited the warehouses.

These essays are now reaching Mr. Stokell daily and awards will be made in the near future, after which publication will be made.

HOW QUANTITY MAKES QUALITY IN TABLE POULTRY

Relation of Size and Weight to Demand and Price
By John H. Robinson, Associate Editor

Quotations on dressed fowls have recently been running like this, taking the Cincinnati market as an example: 3 lbs. and under 15c a lb., with an ascending scale of value as size and weight increase until at 5 lbs. and up the quotation was 23c a lb. At these figures a 3-lb. hen is worth 45c; a 6-lb. hen \$1.38—three cents more than three times as much as the hen of half her weight.

Inasmuch as it is the extra size and weight that increase the price, the actual value of the three additional pounds on the 6-lb. hen is 31c a lb. This is true when we take the minimum price on a fowl approximating 5 lbs. Usually for heavier fowls that are fat and fine the scale of prices increases with the weight. Thus fowls of 7 to 8 lbs. and over would bring a premium of several cents above quotations until in a 9-lb. hen at 27c a lb., we have the additional 6 lbs. bringing 33c a lb., and the hen worth nearly four and one-half times as much as the one of one-third her weight.

The demand for 8 and 9-lb. hens is limited but the demand for 6 to 7-lb. hens is large. Many marketmen report that their general trade is now calling for 5 to 6-lb. fowls, where not many years ago the largest call was for birds of 4 to 5 lbs. Consumers are learning that good heavy fowls are worth a good deal more than

small and light stock and are cheaper meat at the higher prices.

The above statements apply to fowls, old hens. When we come to first-class roasting chickens, in their season, the difference is much greater. When a small roaster of 5 lbs. will bring 60c a pound; a large 10-lb. soft roaster will bring 90c a pound; that is, the additional 5 lbs. bring \$6.00, or \$1.20 a lb.

As a matter of fact, at this rate the tenth pound is worth \$1.35, considering its meat value only. With regard to actual breeding value, if a cock can add the tenth pound to each of one hundred male offspring and the eighth pound to each of one hundred female offspring, he can put about \$250.00 more in his owner's pocket in a year—with all his offspring sold for table use only. The potential breeding value, as in the case of high-class exhibition stock, is incalculable. It depends finally on the ability of the owner to produce birds and to sell them.—*Reliable Poultry Journal*.

WHO CAN ANSWER?

Inquirer wants information regarding the correct feeding and mixing directions of Light Refined Lactic Acid when using in connection with a milk feeding ration.

Inquirer is using a certain amount of 44% Light Refined Lactic Acid, but since he is not a chemist he is not altogether sure he is using it in the exact proportions necessary for good results.

The Executive Offices passed the inquiry to the Bureau of Chemistry of the United States Department of Agriculture but that Department could give no information. The Bureau of Chemistry passed the inquiry to the Bureau of Animal Industry, but that department could give no information.

Who will enable the Executive Office to reply to the inquirer? Please send replies to 208 N. Wells St., Chicago, Illinois.

PERSONAL MENTION

Members of the National Association who visited the Chicago Market during the past month:

L. D. Sigler of the Cadillac Produce Co., of Cadillac, Mich., spent a few days in Chicago early in December. Mr. Sigler reported that the movement of poultry during the Holidays was exceptionally good.

George Eldredge of the Geo. R. Eldredge Co., Detroit, stated that both butter and eggs had moved at a good clip in his city.

Ed. Aaron of the Aaron Poultry and Egg Co., of Kansas City, Mo., while in Chicago early in December said that storage eggs have been moving out nicely from his section of the country.

Harold L. Brown of the firm of Cromer & Brown, with offices in New York and Chicago, returned from his New York Office to spend a few days in Chicago.

George C. Mansfield of the firm bearing his name in Milwaukee, Wis., made one of his regular trips to Chicago during the middle of December.

Roger Mills of Boston was on the Chicago Market during December visiting with the Chicago trade.

Arthur Hanford of the Hanford Produce Co., of Sioux City, Iowa, was on the Chicago market a few days during December.

Fred Thibodeau of Detroit, Mich., was in Chicago for a few days during December and stated that he had a good movement of eggs in his city.



The official organ of the National Poultry, Butter and Egg Association. Devoted to the interests of the Poultry, Butter, Egg and Cheese Shippers, Receivers and Storage Warehouse Men and associated interests of the United interests of the United States, Canada and Cuba who are members of this Association.

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CHICAGO, JANUARY, 1923

January, 1923

The Executive Committee of the National Poultry, Butter and Egg Association makes thankful acknowledgment of the receipt of the Season's Greetings from members and friends located in all parts of the country.

Commencing on December 19 every mail delivery brought letters and cards; no two alike, but all, no matter where from, expressive of but one thought:

"Peace on Earth, Good Will to Men."

With this thought in mind, the Executive Committee, for and in behalf of the entire membership, and for each member to other members, extends Best Wishes for a Happy New Year.

CO-OPERATIVE MARKETING

Of special interest to the members of this Association is the resolution passed by the American Farm Bureau Federation, at its annual meeting which was held December 11-14. The resolution which follows, speaks for itself:

"Whereas, Many local Farm Bureau communities in many states have developed co-operative marketing units for eggs and poultry, and

"Whereas, These local units have had to work independently and to their disadvantage in marketing their products,

"Therefore, we recommend that the American Farm Bureau Federation, as soon as practicable, call a conference of State Farm Bureau workers and others interested in the poultry industry to develop plans for centralized marketing of eggs and poultry."

When it is understood that the American Farm Bureau Federation has over one million farmer members coming from all states in the Union, with approximately 20,000 members in Wisconsin, 50,000 in Michigan, 64,000 in Indiana, 91,000 in Illinois, 14,000 in Missouri, 124,000 in Iowa, 76,000 in Minnesota and 26,000 in Nebraska; that it is one (and perhaps the principal one) of the farm organizations now dominating national politics and that the State Farm Bureau workers referred to in the resolution, are maintained by Public moneys, the effect of the resolution is apparent.

The first effects of co-operative marketing by producers will fall heaviest on shippers and in this connection attention is drawn to "Egg Marketing Work in the State of Wisconsin," in this issue of the 'Bulletin.' Quoting from that article: "The result of this survey show two things: (1) local marketing practices make it difficult for the producer to dispose of high quality eggs advantageously."

Concerning this proposition it may be stated that State and Governmental agencies, through Agricultural Colleges and through the Farm Bureau workers (referred to in the resolution) are teaching "quality production" and are making great strides in this direction, only to find that for the most part, when the producer goes to market his "quality production," he finds that he gets no more for it than his neighbor, who is not interested in quality.

To overcome this, the State of Wisconsin says: "Co-operative marketing has been encouraged in sections where the conditions seem favorable and a real need of such activity exists."

And what is meant by "Sections where the conditions seem favorable?" Briefly stated, it may be said that all sections which do not buy and pay for on a quality basis are fertile fields for the creation of co-operative marketing agencies, and with a department created in the Executive Offices of the American Farm Bureau Federation, with its plans to be executed by the Farm Bureau workers it may be predicted that the coming year will show the commencement of greater activity along this line.

Co-operative marketing is in the air and has been for several years. On the last National election, the Democratic party went before the people with the following plank in its platform: "Every successful modern business enterprise has its purchasing, producing and selling departments. The farmer has main-

tained only one,—the producing department. It is not only fair that he be enabled both to purchase and to sell advantageously, but it is absolutely necessary because he has become a competitor with the manufacturer for labor. He has been unable to compete in the past and his help in consequence has been insufficient. Therefore the right of co-operative purchasing and selling in the modern view should be removed from all question."

The Republican party platform contained the following: "The farmer is the backbone of the nation; national greatness and economic independence demands a population distributed between industry and the farm, and sharing on equal terms of prosperity, which is wholly dependent on the efforts of both. Neither can prosper at the expense of the other without inviting joint disasters. The crux of the present agricultural condition lies in prices, labor and credit. The Republican party believes that this condition can be improved by the right to form co-operative associations for marketing their products, and protection against discrimination; etc."

The platform promise of the Republican party was enacted in a law which was signed by the President on February 18, 1922, and under this law the farmers have already organized co-operative marketing associations in various States and have taken over other marketing agencies which were already organized. An example of the latter is the North American Fruit Exchange. This was an Exchange which was engaged in the marketing of Fruits and Vegetables as a private enterprise.

That farmers intend to take further advantage of the law, is disclosed in the above resolution.

In the foregoing it has been stated that the first effects will fall heaviest on the shipper. The basis for this statement may be found in the fact that there is scarcely a week goes by in the office of any of the recognized trade journals, but that letters are received from producers asking for names and addresses of reputable merchants to whom to ship poultry and eggs. Here is a sample dated December 18: "Please furnish the names of quality-produced egg and poultry buyers. I am producing strictly fresh eggs of quality, but our country buyer does not consider quality." The time was, and not so long ago, when a farmer would not trust the ordinary city "commission man." In farmer lingo he was a robber, and a cheat, and not to be trusted, and because of this suspicion many of the states passed laws regulating Commission Merchants by means of license systems.

At that time the shipper was not under suspicion. But the scene has shifted and now, because the country buyer or shipper will not pay for quality, the quality producer is passing him up, going over his head, and shipping direct to city commission merchants, who, under the Commission Merchant Laws, are bonded and otherwise regulated. Just to what extent country shippers feel the effects of this practice is not known, but it seems to be growing.

If the demand for co-operative marketing comes from the fact that country buyers do not pay enough attention to quality, then it is apparent that the demand will cease. The moment the country buyer will consider quality in his transactions. On the other hand, if the country buyer will not heed quality, then he may expect co-operative marketing competition.

And again: If the country buyer will not heed quality, it may be expected that the producer will go over his head and make connections with city commission merchants and these merchants, as soon as volume is assured, will more highly specialize than in times past.

Quality buying is only one of the incidents back of the demand for co-operative marketing. Other incidents will be discussed from time to time in the future.

It is not the purpose of this article to discuss whether co-operative marketing will ultimately supplant the present distributing agencies, nor whether it will prove more efficient nor whether it is economically sound; the sole purpose being to acquaint country shippers and buyers of what is going on, and if they find they have anything to correct to bestir themselves and correct it at once. If, on the other hand, they can point out to producers wherein they have a misconception of the facts, they should do so.

The country buyer and shipper are closest to the producer and such relationships should be established as will promote confidence and this in turn will tend to strengthen the position of both.

The services now performed by the country buyer and country shipper are indispensable. The only question is: Who will perform them?

(Since writing the foregoing, the American Farm Bureau Federation has called a conference to be held in Chicago on January 16, to give force and effect to the resolution above quoted. The object is to set up a national sales agency for the collective selling of butter, cheese, milk and poultry. As announced they hope to effect large savings in brokerage and commission; to direct products to many markets instead of glutting a few; create demands for high grade, standardized co-operative products, etc.)

TEACHING THE PUBLIC

There is an instrumentality for educating the public concerning the wonderful food value of Butter and Eggs and the necessity for cold storage enterprises connected with them, in every large consuming center in the country, and this at nominal cost and only a reasonable amount of effort. This was demonstrated beyond the peradventure of a doubt on December 7, when the Executive Committee of the 'National' made it possible for certain Chicago Cold Storage Warehouse Companies to entertain over 600 Farm Boys and Girls, from every State in the Union.

The great Union Stock Yards of Chicago are known the world over; mail order houses are known the country over. This comes about simply because these industries are on the lookout for visitations to the cities where their places of business are located. The visitors in demand are those who attend conventions and there are several conventions in Chicago, for instance, nearly every day in the year. A special invitation is given to convention visitors and thousands accept each year. In fact so many accept that guides are employed to escort the visitors through the plants and point out the special features.

Every large city has a Convention Bureau. This Bureau publishes a bulletin which shows what conventions will be held and when. Dates may be obtained for as long as a year in advance of the holding of the convention.

Women's Clubs abound in the large cities and these are always on the lookout for educational features.

And the public schools afford the greatest field in the world, because the "Child is father of the man."

At the last annual meeting of the 'National,' a resolution recommended that the Executive Commit-

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**BUTTER, EGGS,
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Either to Buy or Sell**

tee devise ways and means to educate the public concerning the "wonderful food value of Butter and Eggs and the necessity for the cold storage enterprises connected with them."

Heretofore efforts directed to the same ends met with but indifferent success, because of lack of financial support on the part of the membership and the Executive Committee now recommends that each locality, through appropriate committees, take up the "convention," the "school" and the "women's club" ideas. With these ideas in operation thousands of persons, from the remotest parts of the country, would receive first-hand education.

In connection with this article, please read "Educating School Children," "Educating the Educators" and "The Cold Storage Enterprises," in this issue of the 'Bulletin.'

The Executive Committee will be glad to co-operate with any locality that may undertake any plan of education and will give more in detail the program recently followed at Chicago.

Who Knows?

A member of the Association who is a constant reader of the Bulletin suggests that space in the Bulletin be devoted to members who seek information on certain subjects. With the suggestion, he asks the following questions:

1

What is the percentage of loss in weight in converting fresh poultry to frozen? (A package that will weigh 50 lbs. net when fresh—what will the same package weigh net when frozen?)

2

When it is necessary on the part of a shipper to provide, at his own expense, floor racks for the cars of poultry, butter and eggs, has he any redress on the carrier for the cost of material and labor? If he has, what is the allowance per car and under what tariff provision?

3

What part of a plant's dressing room shrink is feathers that can be sold? For instance, if a plant should dress out 10,000 pounds of chickens and fowls daily, what should be their daily yield of body feathers excluding the quilly and unsalable matter?

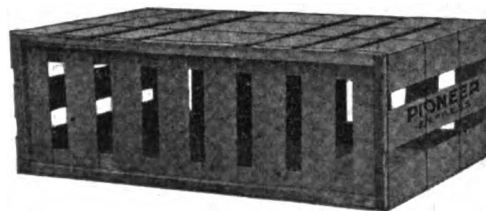
Members are asked to answer the above questions, and mail to the Executive Offices, 208 N. Wells St., Chicago. All answers will be published in the February number of the Bulletin.

PAGE ST. LOUIS AND PHILADELPHIA

George Broeder of St. Louis, and S. S. Daniels and H. H. Brown of Philadelphia, are fans when it comes to educating the public on the "wonderful food value of Butter and Eggs and the cold storage enterprises connected with them."

These gentlemen are paged to read what Chicago did to "Educate School Children" to "Educate the Educators" and what every locality may do to "Educate the Public" in this issue of the 'Bulletin'!

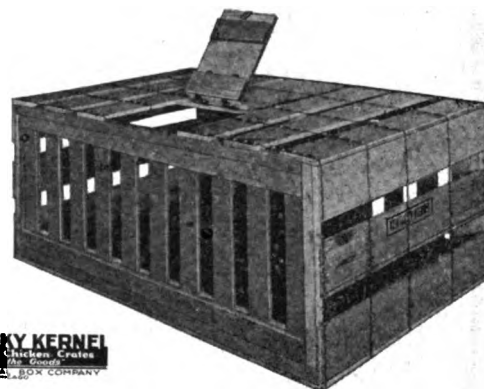
The way we remember the last annual meeting, it looks like it is Mr. Brown's turn to move.



PIONEER
Express Poultry Crates
GENERAL BOX COMPANY

The Pioneer Express Poultry Crate is one of the lightest poultry crates on the market that can be used for many trips—and it can be depended upon to "deliver the goods" safely.

Its low price and careful construction (reinforced with strong steel wire) has made it very popular with many shippers of poultry.



KENTUCKY KERNEL
Wire Mesh Chicken Crates
GENERAL BOX COMPANY

The Kentucky Kernel has rightfully been named the "aristocrat of all chicken crates." Years of usefulness are built into Kentucky Kernels.

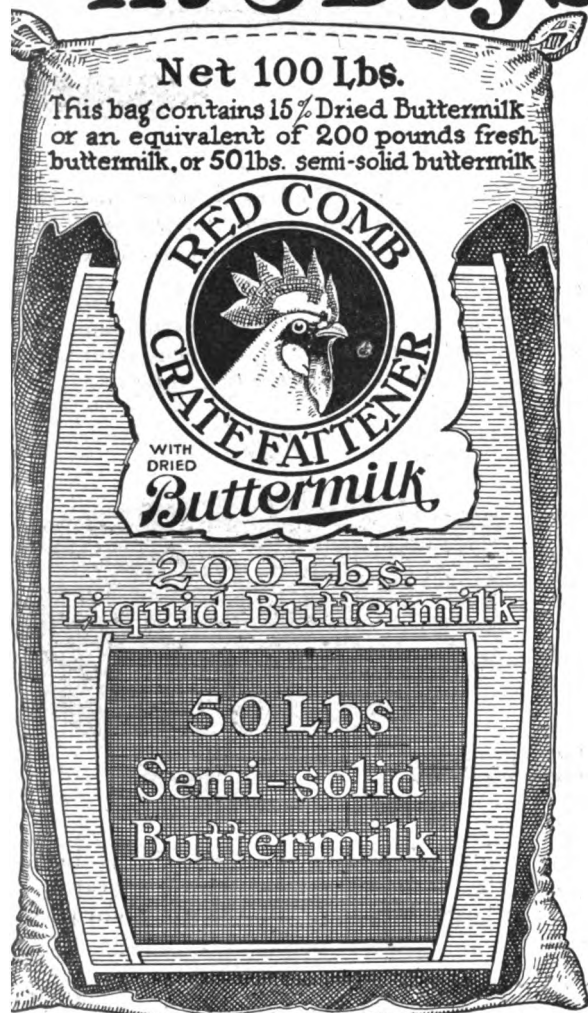
Note its strong construction, its reinforcement with five steel wires of great tensile strength, its sturdy finished appearance. You never need to worry when your chickens are carried in Kentucky Kernels.

Their reasonable price, plus the fact they can be used and re-used a great many times, has made Kentucky Kernels the most satisfactory and economical chicken crate to buy.

We can supply you in the shortest possible time with either the Pioneer Express or the Kentucky Kernel. Seventeen factories make quick deliveries possible. Write for prices and complete information to Department P-1.

GENERAL BOX COMPANY
CONWAY BUILDING
CHICAGO

Makes 0 Days Gain In 5 Days



lute rations produce slow gains
ncentrated rations quick gains
ins are a question of nourishment, not time
e guarantee satisfaction
ales & Hunter Co. Chicago, Ill.

IALES & HUNTER CO.
Chicago, Ill.

Please send me a sample of RED
OMB CRATE FATTENER [WITH
DRIED BUTTERMILK, and delivered
rices.

NAME.....

DDRESS.....

'MARKET ON GRADED BASIS'

During the months of July, August and September the State of Missouri candled and graded 38,150 dozens of eggs. As many as 18 specialists were engaged in the enterprise and they held 454 candling and grading demonstrations in various parts of the state.

The result of these demonstrations will be published in the 'Bulletin' for February and in the meantime ponder the slogan of Missouri State Marketing Bureau: 'Make Missouri Eggs Better and MARKET THEM ON A GRADED BASIS.'

Poultry Growth in Africa

From the three war-torn roosters and their emaciated charges which survived the Boer war, there has grown up in Natal a poultry industry which "must profoundly impress the onlooker," says a local article sent to the Department of Commerce by Consul Boyle at Durban. "Is it not a matter for satisfaction that the efforts of those who have persistently advocated the expansion of the poultry industry have met with outstanding success? From a beginning which did not even supply the needs of our own people, we have grown into an egg exporting nation, when last year 21,000,000 eggs were shipped out of the country." As a matter of fact, the industry has grown so rapidly that the poultry people are clamoring for the establishment of a poultry division to the South African agricultural department, and the government has just appointed a Chief Poultry Officer with a staff of chicken and egg inspectors. There is also talk of establishing an egg circle in Natal.—*Chicago Dairy Produce.*

ATTORNEY FEE STATUTE CONSTRUED

**United States Supreme Court Upholds Constitutional-
ity of Nebraska Statute in Certain
Respects**

The State of Nebraska has a law which imposes liability on carriers for interest and reasonable attorney's fees for non-payment of claims.

The constitutionality of this statute was tested in the case of Chicago and North Western Railway Company vs. Nye-Schneider-Fowler Company, reported in Volume 43 of the Supreme Court Reporter on page 55 (Advance Sheet No. 3 of December 15).

The Supreme Court decision will be published in full in the February number of the 'Bulletin' and in the meantime if any member of the Association should be interested, the Executive Offices will mail copies on request.

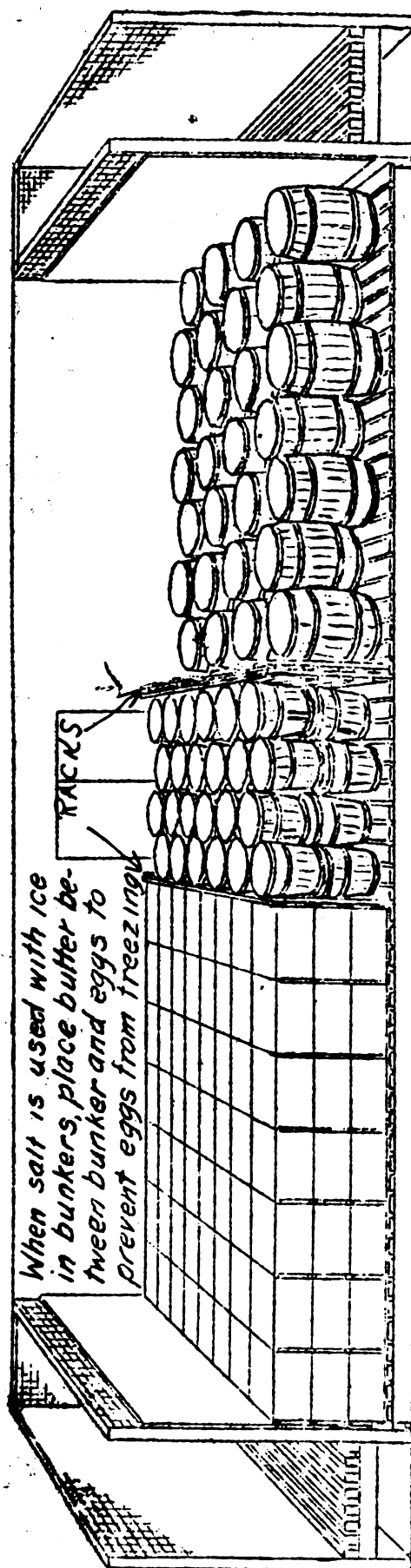
REQUEST LIVE POULTRY PLATFORM

**Baltimore and Ohio R. R. Should Erect Unloading
Platform**

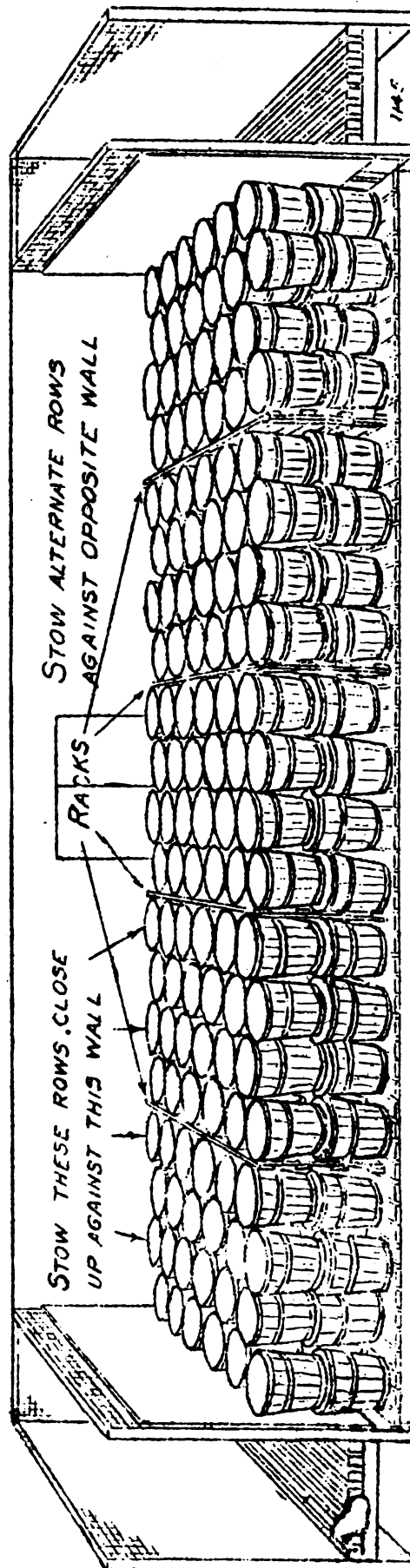
The National Poultry, Butter and Egg Association, on the request of members who ship cars of live poultry to Baltimore, and other members who receive it, recently requested the Baltimore and Ohio Railroad Company to erect a covered unloading platform to accommodate two cars at the same time.

The request has been acknowledged by Daniel Willard, President of the Company, who promises an investigation of the troubles experienced by unloaders after which definite action will be taken.

The platform in mind will permit of greater economy in the handling of live poultry in Baltimore and this was clearly pointed out to Mr. Willard when the request was made, because his company will participate in any savings accomplished.



METHOD OF STOWING MIXED CARS OF EGGS, BUTTER TUBS AND BARRELED POULTRY



METHOD OF STOWING STRAIGHT CARS OF BUTTER TUBS OR CHEESE BOXES
BUREAU OF CHEMISTRY
U. S. DEPT. OF AGRICULTURE

1891 GALLAGHER BROTHERS 1922

SPECIALIZING IN

BUTTER and EGGS

Car Lots or Less

One of Chicago's Largest Receivers and Distributors

Correspondence solicited

165 West South Water Street

CHICAGO, ILL.

ESTABLISHED 38 YEARS

B FOR THE BEST TRADE Ayrshire Brand WHOLEMILK CREAMERY BUTTER

Tubs—1lb. Prints— $\frac{1}{4}$ lb. Prints

H. C. Christians Company

116-18 W. Illinois St.

::

CHICAGO, ILLINOIS

Main Office and Factory, Johnson Creek, Wisconsin

PITTSBURGH

The greatest industrial city in the world. Iron and glass the chief products. Population of the community over 1,000,000.

The Iron City Produce Company, Inc., is one of the agencies through which this vast population obtain their food supplies. Shippers of farm produce receive through this firm the best and most prompt returns for consignments of

FRUITS, VEGETABLES, POULTRY EGGS AND BUTTER

Our Aim—Service Best

Located in the heart of the produce district. Write or Wire and get quick response.

IRON CITY PRODUCE CO.

(Incorporated)

56-58-60 21st Street

Cable Address—ICPECO

PITTSBURG, PA.

CAPITAL, \$100,000.00

Chas. Muehlbonner, Pres.

Chas. Blicke, Gen. Mgr.

ESTABLISHED 1894

*"When You Want the Coin—
Ship to Coyne."*

LIVE AND DRESSED POULTRY REAMERY BUTTER FRESH AND STORAGE EGGS

Carlots or Less

MEMBERS

Chicago Mercantile Exchange

Financial Responsibility Exceeds \$200,000.00

Coyne Brothers

119 W. Southwater Street

CHICAGO

TRAFFIC DEPARTMENT

RAILROADS AND SMOKE HOUSES

Daniel Willard, President of the B. & O. recommends and advocates a further five year trial of the Esch-Cummins Transportation Act of 1920. He opposes further legislative restrictions on either the railroads themselves or on railroad labor. In other words, he wants a five year 'holiday.'

David S. Warfield, who represents the owners of railroad securities says there is a serious car shortage that should be corrected by means of immediate legislation. He recommends the pooling of all freight cars.

President Loree of the Delaware and Hudson R. R. says there is a surplus of cars and blames shippers for failing to unload promptly.

The foregoing looks very much like an old fashioned Methodist Experience Meeting and adding our 'experience' the Executive Secretary of the National Poultry, Butter and Egg Association rises to say, that in the flush of the live poultry shipping season, country shippers were taking losses of from \$6,000.00 to \$15,000.00 per day because they could not get live poultry cars in which to ship live poultry: that perhaps 50% of the live poultry cars were tied up on eastern lines because, (as it was alleged), of the failure of motive power; that on certain western lines there was a like failure of motive power. With this failure to get cars for live poultry, it became necessary, (to save further losses), to dress it and place in cold storage. For this purpose packing material was necessary and it took weeks and months to get poultry box shooks to the dressing establishment. The cause was alleged to be "congestion."

And speaking about refrigerator cars—but we will not add to the complexity.

It is perfectly legitimate for men to disagree as to remedies in the face of such complexity, but where disagreements are so manifest, it seems that an old fashioned "back of the smoke-house" conference is indicated and Sydney Anderson, Chairman of the Joint Commission of Agricultural Inquiry should be called in. He merely says: "We know that we do not know." Moreover he seems to be committed to "education rather than legislation."

(It is true that the carriers are not the owners of the live poultry cars and they must be excluded when the shortage of carrier cars is discussed. But the failure of the carriers to move the empty cars is involved in the question of legislation, because they say this failure was due to strike conditions. The Railroad Act created the Labor Board, and this Board has to do with labor troubles.)

LOWER CHEESE RATES

Supplement No. 5, Agent Boyd's Tariff No. 80-D, ICC No. A-1292 publishes the following reduced rates on cheese, carload and less carload from Boscobel, Wis.: To Memphis, Tenn., C. L. \$1.35, L.C.L. \$1.60½; Helena, Ark., C. L. \$1.43½, L.C.L. \$1.69½; Vicksburg, Miss., C. L. \$1.61½, L.C.L. \$1.87; Natchez, Miss., C. L. \$1.68½, L.C.L. \$1.93½; New Orleans, La., C. L. \$1.74, L.C.L. \$1.99½. The reduced rates became effective December 30, 1922.

CHANGES IN EGG CLASSIFICATION RULES

Carriers Propose to Make Changes in Rules Governing the Packing, Loading, Inspection and Delivery of Egg Shipments

The carriers have proposed to make certain changes in the egg classification rules. The proposals will be considered before the Consolidated Classification Committee at Chicago, commencing on January 9, 1923; New York, January 16, and Atlanta, Georgia, January 23, 1923. The following outline briefly represents the most important changes:

(1) Fillers and excelsior pads must show name of manufacturer.

(2) Loose excelsior or any "cushion" other than excelsior pads will not be permitted.

(3) Six pads *must* be used in each case where honeycomb fillers are used.

(4) The present rule provides that packing mats should be made of excelsior and covered with paper, not less than eleven and one-half inches square, of uniform thickness and each weighing not less than three ounces. It is proposed to change this rule to read as follows:

"Packing mats must be made of excelsior and covered with paper having a resistance of not less than twenty-three pounds per square inch, Mullen test, having been compressed not less than nineteen inches for each fifty mats, and weighing not less than 250 pounds per thousand mats."

(5) The present "Chicago" inspection rule provides that the consignee or his authorized representative shall have the privilege, before eggs leave the possession of the carrier, of *lifting the lids* of twenty cases in any carload or of 25 per cent with a maximum of twenty cases, of the cases of any less carload lot chosen by him and of examining the *top layer* thereof for the purpose of ascertaining whether such cases contain damaged eggs.

The proposed rule provides that the consignee or his authorized representative shall have the privilege of inspecting twenty cases in any carload or of 25 per cent with a maximum of twenty cases of the cases of any less carload lot chosen by him and of examining the *contents* thereof for the purpose of ascertaining whether such cases contain damaged eggs.

It will be noted that the proposed rule would allow inspection of the entire case, whereas the present rule only permits examination of the top layer.

(6) The "step-joint" system of loading is eliminated. The proposed rule reads as follows:

"Load must be 'straight-joint' and a solid unit in the car fitting without play."

(7) Under the present rule the excess space may be left at one end, or in the middle, or it may be equally distributed at both ends.

The proposed rule states that the excess space must not be left at one end.

(8) The present rule provides that straw buffing must extend to the height of the lading, the straw being packed so tight that the load cannot shift.

The proposed rule provides that the straw, hay or excelsior should be cut from bale in thickness equal to excess space and must extend to height of lading or if used loose, it must be rammed very tight.

THEODORE AARON

(Inc.)

Packers of

"DANDY BRAND"

Poultry

Distributors of
R. W. Winsler of Moravia, Iowa, the
well known packers of

POULTRY and EGGS

202 N. Wells St.

CHICAGO

Willis S. Herrick
Benj. Auerbach

Sedgwick S. Vastine

Willard C. Coe
Chas. E. Mann

Specialize in
INSURANCE
on
Merchandise
in
Cold Storage



Members
National
Poultry
Butter & Egg
Association

WORKMAN'S COMPENSATION INSURANCE
LIABILITY AND AUTOMOBILE INSURANCE

Ship your next car of

Live Poultry

To

KASSEL POULTRY CO.

W. Washington Market

NEW YORK

You will receive the best Service, best
results and always a square deal.

HANCE BROTHERS COMPANY



EFFICIENT SERVICE, CONSERVATIVE ADVICE, AND
FULL MARKET VALUE, CONSIGN YOUR POULTRY
TO

HANCE BROTHERS Co
COMMISSION MERCHANTS
32 BLOOMFIELD ST. NEW YORK

DRESSED POULTRY

DRESSED POULTRY

WEST WASHINGTON MARKET

WATSON & KELLY

320 W. South Water St.

Poultry, Veal and Game
CHICAGO

F. M. HEGGIE

WHOLESALE

BUTTER—EGGS—POULTRY

208 NORTH WELLS ST.

CHICAGO

B. W. OTIS & CO.

Commission
Receivers of

DRESSED POULTRY

West Washington Market

New York

Reference: New York County Nat'l Bank or any Commercial Agency

EGGS

CUTLER

NEW YORK

331 Greenwich Street

J. M. Klein

DRESSED

329 Washington Street

POULTRY

NEW YORK

REFERENCES: All Commercial Agencies: National Poultry,
Butter and Egg Association

TO OBTAIN RESULTS—ADVERTISE IN

THE NATIONAL POULTRY, BUTTER & EGG BULLETIN

A Direct Advertising Medium

Write for our Advertising Rate Sheet

(9) If wooden frames are used for buffing, they must be similar in construction to floor racks—every other form of wooden frames is eliminated.

If the above proposals become effective and you do not comply you will have to pay higher rates or shipment will move at owner's risk or both.

(10) New York and Boston Delivery and Inspection Rules.

It is proposed to apply New York and Boston delivery and inspection rules at New York Harbor Points and Newark, N. J.

In place of paragraph (C) of Section 2, Note 6, and Section 3 of Note 6 of the present New York and Boston delivery and inspection rules which appear on page 154 of the Consolidated Freight Classification, the following rule has been proposed:

"When *carload* consignments are received which disclose no conditions which, under these regulations, would permit dock or depot inspection, delivery may be taken by consignee of not more than 50 cases from the carload and if, upon examination of such delivery at the consignee's place of business, damage shall be found and notice from consignee of the extent and character of damage is received within *twenty-four hours* from time of delivery thereof, the privilege of inspection at dock or depot will be accorded the remainder of the carload not delivered. Such inspection shall be made jointly with the carrier's representative and the amount of actual damage ascertained on the remainder of the carload. The extent and amount of damage to be allowed on that portion of the carload which has been delivered shall not exceed the same ratio per case as ascertained from inspection at dock or depot of the remainder of the carload. This method of allowing inspection and determining extent of damage will only apply upon deliveries made direct to consignee's place of business and will not apply to reported conditions at places to which consignee may have made a delivery subsequent to receipt of shipment at his place of business."

It will be noted that the rule does not apply to less carload shipments.

A circular letter which gave the "high spots" in the carriers' proposals has been sent to the entire membership. Members are urged to examine the proposals carefully and send their objections, if any, to the Executive Offices. The proposals are now being analyzed by the Executive Secretary's office.

Representatives of State Associations are requested to attend this hearing, which will commence on January 9, in Room 1830 of the Transportation Building, 608 South Dearborn Street, Chicago. Others interested are also invited to attend. Send notice of your intentions to the Executive Offices at once.

Poultry Feeders

Page 3, Subject No. 15, Poultry Feeders—Sheet Iron or Steel. Present—No carload rating; suggested carload rating at 4th class, minimum weight 20,000 lbs.

Poultry Bath Dust

Page 22, Subject No. 155, Poultry Bath Dust. Present—not specifically provided for; suggested—In bags or barrels less carload rating—Official and Western Classification 4th class—Southern Classification 3rd class. Carload rating, minimum 40,000 lbs. Official and Southern Classification 6th class—Western Classification Class "C" rating.



Feed with pencil and pail

Read how a prominent feeder (name on request) learned the advantages of feeding with a pencil, as well as a pail. This large shipper of poultry in Indiana, asked for the services of one of our field men, who was formerly with the United States Government Research Station at Indianapolis. After one week of expert feeding and record keeping, the manager says:

Fatena cuts fattening cost

"Your man taught us many better ways in which to feed chickens to get better gains.... We are satisfied that your feed properly used will get better gains at a cost much less than any other feed we ever used. We also note that birds begin to gain the first day." All our field men are expert feeders and know cost accounting as applied to fattening plants. You may have their services without cost to you. Here's a real opportunity. Don't miss it!

Write for full particulars.

Purina Mills

987 Gratiot St.,
St. Louis, Mo.

Ft. Worth

Nashville

Buffalo

Ask about
Special Checker Chops

Feed from
the Checkerboard Bag



ESTABLISHED 1879

**Our Produce Sense Will
Produce Dollars for You**

So

Consign or sell your

BUTTER - EGGS - POULTRY

To

S. S. BORDEN CO.

218-220 West South Water St.
CHICAGO

Nice & Schrieber Co.

Established 1846

**BUTTER
EGGS &
CHEESE**

Philadelphia

BOSTON— is one of the best markets
for Poultry and Eggs—
the public in New England
are prosperous and are ready to receive your offerings through

A.&O.W. Mead & Co.

BOSTON - - - MASS.

FRANK SWEENEY

Wholesale Butter and Eggs

BUYERS—SELLERS—BROKERS
"Quality and Value Experts"

192 N. CLARK ST. - - - CHICAGO

FRED HEGER

**LIVE POULTRY and EGGS
ST. LOUIS, MO.**

Established 1883

Butter, Eggs and Dressed Poultry

For the quickest and most efficient service and for best net results—TRY US

CRAWFORD & LEHMAN

Liberal advances

31 South Water Street, Philadelphia

COOPER & SISSON

Receivers and Wholesale Dealers

BUTTER, CHEESE & EGGS

73 to 81 Dyer Street, Providence, R. I.

Established 1862

GOLDEN & COMPANY

Butter, Eggs, Poultry, Fruits

WASHINGTON, D. C.

Jewell Brothers

INC.

COMMISSION MERCHANTS

Dressed Poultry, Eggs, etc.

25-31 Loew Ave. 26-28 Bloomfield St.

West Washington Market

NEW YORK

ZIMMER & DUNKAK, Inc.

173-175 Duane Street, New York City

Best Fresh and Refrigerator

E G G S

Write or wire us. You will like our way of
doing business.

FRANK J. GAFFNEY, Manager, Egg Dept.

H. T. Pond Co.

**:: :: EGGS AND :: ::
DRESSED POULTRY**

361 Washington St.

New York - - - N. Y.

Get in Touch with Us

Refusal of Less Than Carload Perishable Freight When Temperature is 10° Above Zero or Lower.

In last month's issue of the Bulletin members were informed of the carriers' proposal to establish a rule which would give the carriers the right to refuse to accept shipments of perishable freight in less than carloads when the temperature at loading station is 10° above zero or lower. The present rule draws the line at 5° below zero.

This subject was discussed before the National Perishable Freight Committee on December 14th, 1922. At the hearing it was pointed out to the Committee by a representative of the Association that it would be absurd to refuse to accept shipments of dressed poultry and butter when the temperature is less than 10° above zero.

The representatives of the carriers were apparently impressed by an address which was made by Mr. A. L. Flinn, Rate Expert of the Minnesota Railroad & Warehouse Commission, St. Paul, Minn. Mr. Flinn addressed the Committee as follows:

"Attention is drawn to the fact that the present rule for accepting perishable freight when the thermometer is not more than five degrees below zero is the result of an order made by the Minnesota Railroad and Warehouse Commission on December 13th, 1912, and this rule was eventually spread over the entire United States as provided in the Perishable Protective Tariff. It has been in effect for approximately ten years and so far as we know, without any complaint from any of the carriers, and as to the carriers who are most vitally interested in it, in the territory from which I come, namely, the Great Northern, Northern Pacific and Soo Line, they are none of them in favor of a change being made. Neither do I believe that the other lines serving Minnesota desire any change in the present rule.

"If the proposal brought forward under docket 759 were adopted it would preclude the movement of any perishable freight in Minnesota, North and South Dakota for a period of at least two months, and probably for a longer period, as our climate is such during the period from December 15th to the end of February that if a ten above rule were adopted no perishable freight could be received. I want also to draw attention to the fact that those perishable commodities that originally were looked upon as luxuries in the smaller country towns in the Northwest have now become actual food staples, this being especially true with reference to apples, oranges, grape fruit and green winter vegetables. The people who would suffer most by such a change would be the actual consumers of these commodities, as it would force the movement by express and if this were done, it would put the price in the small towns of the State at a point where the consumers would feel that they could not afford to buy these articles.

"I sincerely hope that the application for this proposed change will be denied by the Committee."

It is believed that the carriers will withdraw their proposals and allow the present rule to remain in effect, as it was apparent that the carriers were impressed by the objections presented.

INCREASED RATES—BUTTER, EGGS, POULTRY

Southwestern Carriers Propose to Make Adjustment in Rates from Texas, Oklahoma, Arkansas, Louisiana to Chicago, New York City, etc.

The carriers in Southwestern Territory are now contemplating an upward revision in the carload rates on live and dressed poultry, butter and eggs from the entire Southwestern Territory (including Texas, Oklahoma, Arkansas, Louisiana, etc.) to New Orleans, St. Louis, Chicago, New York and other cities to which poultry and dairy products are transported.

The present and proposed rates from points in Texas to New York City are shown below. These rates will serve as an illustration of the adjustment proposed:

	Present	Proposed	Increase Per 100 lbs.	Increase Per Car
Eggs	222½	246	23½	47.00
Dressed Poultry	223½	246	22½	45.00
Butter	208½	246	37½	75.00
B. E. & P. mixed	232½	246	13½	27.00
Live Poultry....	*296	†255	†41	†38.60

*Minimum 18,000 lbs.

†Minimum 20,000 lbs. to Cincinnati; 18,000 lbs. beyond.

‡Reduction.

The carriers have stated that the above proposal grew out of the Interstate Commerce Commission's recent decision in Investigation and Suspension Docket No. 1586 which directed the carriers to cancel the increased rates which were suspended on straight cars of butter and mixed cars of butter, eggs and poultry from Texas to Eastern Cities. Suspension of the rates which were to become effective June 31, 1922, was requested by the Ft. Worth Freight Bureau, Dallas Chamber of Commerce and the F. A. Kadane Co., Inc. Although the Executive Office have not seen a copy of the petition for suspension it would seem from the Interstate Commerce Commission's decision in Investigation and Suspension Docket No. 1586 that either suspension of the increased rates on straight cars of eggs and straight cars of dressed poultry was not requested or the Interstate Commerce Commission refused to grant suspension of the increased rates on straight cars of eggs and straight cars of dressed poultry, in other words, suspension was granted only to straight cars of butter and mixed cars of butter, eggs and poultry, therefore, the advanced rates on poultry and eggs became effective June 21, 1922.

Inasmuch as the proposal which the carriers are now considering grew out of the action which was started by the Dallas Chamber of Commerce, Ft. Worth Freight Bureau and F. A. Kadane Co., it is presumed that they will also wish to oppose the increases which are now suggested.

This Association will be glad to co-operate in every way possible with any agency or agencies which will oppose an upward revision in rates on live and dressed poultry, butter and eggs from Southwestern territory. Members are urged to present this offer of co-operation to the agencies which may care for the matter, and also to suggest to such agencies that they write to the Executive Office and state in what manner this Association may co-operate.

The above proposal has not as yet been assigned for public hearing. The carriers have indicated that they intend to arrange for immediate publication of the proposed rates in the tariff. It is hoped that the carriers will be prevailed upon to assign the subject for public hearing as is customary.

**Industrial
Cold Storage and Warehouse Co.
Philadelphia, Pa.**

Located on Philadelphia & Reading Terminal, connecting with all Refrigerator Lines. Bill all shipments our care, "Philadelphia & Reading Ry. Delivery." No switching Charges. Unequaled facilities for the handling of and caring for **Poultry, Butter, and Eggs**. Liberal advances. Rates consistent with the efficiency of "The House of Service."

A. S. Kuhn Co.

Buy—Sell

WILL PAY
LIBERAL
DRAFTS

EGGS

FULL
PRICES
QUICK
RETURNS

208 North Wells Street

CHICAGO

ILL.

THE PACK OF QUALITY



NAOMI PRODUCE CO.

309-311 W. So. Water St.

CHICAGO

Dressers—Packers—Distributors

One of Chicago's largest dealers of

FANCY BUTTER

We carry a block of fancy whole milk storage butter at all times.

Print Butter Our Specialty

Wire us first

WASKOW BUTTER CO.

348 W. So. Water St.

CHICAGO

MAX MALTER CO.

Incorporated

Wholesale, Receivers and Dealers in

BUTTER, EGGS

CHEESE and POULTRY

816 W. Randolph St.

CHICAGO

Telephone Haymarket 8115

Holland Butter Co.

121-123 W. Austin Ave.

CHICAGO, ILL.

RECEIVERS—DISTRIBUTORS

Butter—Eggs—Cheese

Correspondence
Solicited

References: National Produce Bank, Chicago
Dun's and Bradstreet's

**EXPRESS RATE INQUIRY, 1922—
DOCKET 13930**

Hearings on the above subject, which was instituted by the Interstate Commerce Commission, have been assigned to Examiners Barclay and Mullen of the Interstate Commerce Commission and Examiner Harman of the California Railroad Commission.

The following is a schedule of the dates and places for such hearings:

February 19, 1923, 10 o'clock a. m., at the United States Court Rooms, Atlanta, Ga.

February 23, 1923, 10 o'clock a. m., at the Jefferson Hotel, Dallas, Texas.

February 27, 1923, 2 o'clock p. m., at the Adams Hotel, Phoenix, Ariz.

March 3, 1923, 10 o'clock a. m., at 237 Merchants Exchange, San Francisco, Calif.

March 9, 1923, 10 o'clock a. m., at the United States Court Rooms, Tacoma, Wash.

March 12, 1923, 10 o'clock a. m., at the United States Court Rooms, Butte, Mont.

March 15, 1923, 2 o'clock p. m., at the United States Court Rooms, Denver, Colo.

March 19, 1923, 10 o'clock a. m., at the United States Court Rooms, Omaha, Nebr.

March 21, 1923, 10 o'clock a. m., at the Great Northern Hotel, Chicago.

April 9, 1923, 10 o'clock a. m., at the offices of the Interstate Commerce Commission, Washington, D. C.

Representatives of the National will be in readiness to appear at the hearing scheduled for Chicago on March 21st. Members of the Association who are interested in this proceedings should communicate with the Executive Offices at the earliest possible moment.

The matters which may be presented will include rates charged and services rendered by the express company, and if members have any complaints to make they are at liberty to attend the hearings and make their complaints known. If they cannot attend, they should make their complaints known to the Executive Offices without delay.

EGG CASES, ETC.

Chicago, St. Paul, Minneapolis & Omaha Ry. Co., Tariff 4500 D ICC 4574 establishes a reduced carload rate of 50c per 100 lbs. on Wooden Egg Cases and Egg Case Fillers and Flats packed in Egg Cases, from Duluth, Minn., and Superior, Wis., to Mitchell, S. D. The reduced rate became effective January 1, 1923.

Cheese Boxes

Page 1, Subject No. 7, Cylindrical Cheese Boxes or Drums, when made of wood. It is suggested that a number of changes be made from the present description. The description of the new container shall be considered standard when constructed in accordance with specifications herein prescribed and used in direction of market from point first used except that the re-use of boxes when in good condition is permitted between factory and concentration point.

EGGS

Buyers

Brokers

Commission

BOWMAN & CO. Inc.

Wholesale Dealers

136 W. Lake St.

CHICAGO

DAUBER BROS.

1132-34 Fulton Mkt.

CHICAGO

We have one of the Best Locations in the busiest spots in the Chicago Market, fully equipped to handle your Consignments and Shipments of

Poultry and Eggs

Butter or Cheese Coloring

Page 1, Subject No. 3, Butter or Cheese Coloring Liquid, in bulk, in barrels, less carloads. Present 2nd class rating; suggested 3rd class rating.

Icing at St. Louis

The Interstate Commerce Commission held in a report on Investigation and Suspension Docket No. 1638 that the carriers had not justified the proposed increases in charges for icing and re-icing of perishable freight in cars on team tracks of the Terminal Railroad Association at St. Louis and East St. Louis.

SUBJECTS UP FOR CONSIDERATION WITH THE TRANSCONTINENTAL FREIGHT BUREAU

To Amend Description

Carriers have proposed to amend the description of item 156 of Trans-continental Tariff No. 30-1 applying from Pacific Coast Ports of import to read: "Eggs, dried, egg yolks, dried, egg albumen, dried, in barrels or boxes, or in metal cans in boxes or crates."

(Subject 3377)

SOUTHERN FREIGHT BUREAU

Live Versus Dressed Poultry

Shippers are requesting that the same carload rates be applied on live poultry as now governs on Dressed Poultry when originating in Southwestern Freight Bureau territory and destined to interstate points.

(Subject 7005)

SOUTHWESTERN FREIGHT BUREAUS

Rate on Egg Cases from Memphis, Tenn.

Shippers are applying for a rate of 31½c per CWT. on Wooden Egg Cases or Carriers, Fillers, etc., carloads from Memphis, Tenn., to Pochontas, Ark.

[Subject 6586 Amendment (1)]

SUBJECTS UP FOR CONSIDERATION WITH THE SOUTHWESTERN FREIGHT BUREAU

Egg Rates from Clay Center, Kansas

Request has been made by shippers for a carload rating on eggs from Clay Center, Kansas, to Louisiana points, based on the third class differential of 12c per CWT., over the Specific Commodity Rate applying from Kansas City, Mo., to Louisiana Points.

(Subject 7059)

SUBJECTS UP FOR CONSIDERATION WITH THE WESTERN TRUNK LINE

Concentration Privileges

It is proposed by carriers to establish concentration privileges on Butter, Eggs, Poultry (Live or Dressed) and Rabbits (Dead) from stations on the C. M. & St. P. Ry., in Missouri, Lawson to Powersville, Mo., inclusive; also Moravia and Ottumwa, Iowa, on shipments originating in Missouri and points beyond the rails of the C. M. & St. P. Ry., in Missouri. The object being to establish the same concentration privileges on the C. M. & St. P. Ry. in the territory above described, as is now in effect via other lines

(Subject 2864)

Baltimore & Ohio's Baggage Rates and Rules Help Milk Shippers

Co-operating with the dairymen and milk shippers, the Baltimore & Ohio, through its milk-cream department, has adopted a new method payment for milk shipments so that shippers may forward dairy products under a collect milk-cream waybill, affording opportunity for collection at destination. This arrangement supplements the former method of paying the transportation charge at

the shipping point only. Simultaneously, as a further protection to shippers, the Baltimore & Ohio has introduced a new system of invoice waybilling for the return of empty cans.

These new arrangements are part of the general program the Baltimore & Ohio is pursuing to aid in dairy development. Its milk-cream department has co-operated in the location of collecting stations in the country for city distributors and has extended its public service to helping dairy producers find markets for their products.

Rates on Frozen Eggs

In the May, 1922 issue of the 'Bulletin,' members were informed that the National Poultry, Butter and Egg Association, through the Chairman of its Transportation Committee, had filed a formal complaint before the Interstate Commerce Commission, in which it was alleged that the carload freight rates on frozen eggs, in cans, charged during the period, January 1, 1922, to June 30, 1922, were excessive, unjust and otherwise in violation of the Act to Regulate Commerce. The complaint points out that prior to January 1 of this year, frozen eggs were rated the same as eggs in the shell; that effective on January 1 the rates on eggs in the shell were reduced by 10 per cent, and that no corresponding reduction was made in the rates on canned eggs.

It is also alleged that the failure of the carriers to apply 10 per cent reduction on frozen eggs has resulted in injury and damage to the shippers and packers of that commodity.

The Commission is asked to award reparation on the shipments which moved during the period, January 1, 1922, to June 30, 1922.

The case is assigned for hearing at 10 a. m. on January 18, 1922, before Examiner Butler of the Interstate Commerce Commission and it will be held at the Great Northern Hotel, Chicago, Illinois.

INCREASED RATES ON CHEESE

The Western Trunk Line Committee has for consideration and is handling under its Subject No. 2098-A an application filed by carriers to cancel the present commodity rates on cheese, carload, and less carload, applying from Plymouth, Manitowoc, Sheboygan, Menasha, Fond du Lac, and various other points in Wisconsin, to St. Louis, Mo., Paducah, Ky., Alton, Cairo, Marion, Mt. Vernon, Thebes and various other points in Illinois. All commodity rates on cheese which are published in Agent Boyd's Tariff No. 6-K, ICC A-1257 are proposed to be cancelled.

The rates shown below will serve to illustrate the advances proposed:

From Plymouth and Manitowoc, Wis.					
Present			Proposed		
To	Carload	Less Carload	Carload	Less Carload	
Cairo, Ill.	61	75	79	99	
St. Louis, Mo.	57½	70½	64	79½	

FREIGHT CLASSIFICATION CHANGES

Consolidated Classification Committee's Docket No. 13 includes the following suggested changes to be discussed at hearings set for January 9th, 1923, Room 1830 Transportation Building, Chicago, Ill., January 16th, Room 408, 143 Liberty St., New York, N. Y., January 23rd, Room 215 Transportation Building, Atlanta, Ga.

ROSTER

National Poultry, Butter & Egg Association

NOTE: Members should keep in mind that our Membership Ledgers—not this Roster—constitute the highest authority regarding every membership. Extra care is taken to see that every name and address is correctly shown in the Roster. But in making corrections and adding new names constantly it happens now and then that printers make new errors or leave out names or addresses inadvertently. Pressure of work in the Executive Secretary's office precludes checking the Roster with the Membership Ledgers before going to press every month, though this is done as often as possible.

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B. R. MARTIN & BRO., Box 37, Florence.

ARIZONA

JOHN F. BARKER Co. Box 1380, Phoenix.

ARKANSAS

McHENRY & BRYAN, Fayetteville.
OZARK POULTRY & EGG Co., Fayetteville.
D. W. TOBEY, INC., P. O. Box 614, Texarkana, Ark.-Tex.

AUSTRALIA

P. DUFFY, Sydney.

CANADA

ALGOMA PRODUCE Co., Sault Ste. Marie, Ontario.
P. BURNS & Co., Calgary, Alberta.
CANADIAN PACKING Co., Toronto, Ont.
R. B. COLWELL, Box 1018, Halifax, N. S.
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THE WM. DAVIES Co., LTD., Toronto, Ont.
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GUNN'S LIMITED, West Toronto, Ont.
H. C. KERSTEN, c/o Crescent Cry. Co., Winnipeg.
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CALIFORNIA POULTRY Co., 315 Washington St., San Francisco.
HARBAUGH & Co., 425 Washington St., San Francisco.
ISLETON PRODUCE Co., 109 Clay St., San Francisco.
KING & LAYTON, 310 Clay St., San Francisco.
MAKINS PRODUCE Co., 310 Davis St., San Francisco.
McCULLOUGH PROVISION Co., 2621 Main St. San Francisco.
MONOTTI-LARIMER, 250 Sacramento St., San Francisco.
NYE & NISSEN, 424 Clay St., San Francisco.
PACIFIC EGG PRODUCERS, 700 Front St., San Francisco.
W. R. RODENBERGER, 325 Davis St., San Francisco.
CARL SCHALLINGER, 310 Clay St., San Francisco.
WILSEY BENNETT Co., 352 Front St., San Francisco.

COLORADO

BEAR PRODUCE Co., 1515 Market St., Denver.
GREEN BROS. FRUIT & PROD. Co., Market & 16th Sts., Denver.
PINKETT BROS. PROD. Co., 1537 Market St., Denver.
THE RHODES RANCH EGG Co., 1525-27 Market St., Denver.

CONNECTICUT

L. C. BATES Co., 46 George St., New Haven.
P. BERRY & SONS, 390 Windsor St., Hartford.
BRADLEY & DILLON, New Haven.

CUBA

ARMANDO ARMAND & SON, 17 Sol St., Havana.
FRANK BOWMAN Co., San Ignacio 13, P. O. Box 471, Havana.

DISTRICT OF COLUMBIA

THE CARTER Co., 208 Tenth St., N. W., Washington.
W. G. CARTER, c/o Golden & Co., 922 Louisiana Ave., Washington.

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T. F. SMITH, c/o Mutual Produce Exchange, Jacksonville, Fla.

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 MIAMI PRODUCE Co., Peru.
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 SCHLOSSER BROS., Frankfort.
 SHERMAN WHITE & Co., Ft. Wayne.
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 VAN BUREN PRODUCE Co., Van Buren.
 J. L. WILLIS & SON, Petersburg.

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INDIANAPOLIS POULTRY Co.
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 BOOS PRODUCE Co., West Bend.
 BURLINGTON PRODUCE Co., Burlington.
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 CHARLTON & BOWEN, Rolfe.
 CHEROKEE POULTRY Co., Cherokee.
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 TYNDALL N. FOSSE, Ridgeway.
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 IOWA GRAIN & PRODUCE Co., Burlington.
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 E. G. MORSE, Mason City.
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 J. H. NEIL CREAMERY Co., Tama.
 NEWTON PRODUCE Co., Newton.
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 NICKLES & SON, Corydon.
 NORTHERN IOWA PRODUCE Co., McGregor.
 W. L. OGDEN & Co., 305 Pearl St., Sioux City.
 W. B. PARROTT Co., Manning.
 PERFECT PRODUCE Co., Solon.
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 REISMAN Co., Oskaloosa, Iowa.
 W. S. REISTER & SON, Washington.
 FRED REUM & Co., 218 W. Water St., Decorah.
 H. S. RHYSBURGER, 9th Ave., E., Oskaloosa.
 J. RUSSELL, Winfield.
 ST. ANSGAR PRODUCE Co., St. Ansgar.
 SCHEIDEL PRODUCE Co., Ossian.
 SHOTWELL & Co., Des Moines.
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 SHELDON PRODUCE Co., Sheldon.
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 A. P. SONDERGAARD & Co., Mason City.
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 ELLSWORTH PROD. Co., Ellsworth.
 FARMERS' PRODUCE Co., Burlington.
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 S. C. WALKER & SON PRO. Co., Smith Center.
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 S. H. GRINSTEAD Co., Lebanon.
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 HAWKINS, SMITH, TOOHEY & Co., Shelbyville.
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 MILLER BROS. & Co., Owensboro.
 GEO. P. TAYLOR Co., Burnside.
 ALVA WEST, Mgr. Star Produce Co., Maysville.
 H. WILSON & Co., Fordsville.
 J. P. WRIGHT, Salt Lick.
 HARVEY J. ZWICKER, Gen. Mgr. Frank Fehr Cold Storage Co., Louisville.

LOUISIANA

GOODMAN & BEER Co., INC., 400 Paydras St., New Orleans.
 A. S. KOTTWITZ & Co., 443 S. Peters St., New Orleans.
 JOS. LALA & Co., 534 French Mkt., New Orleans.
 JOS. SAMUEL Co., INC., 327 Paydras St., New Orleans.
 SOUTHLAND PRODUCE Co., 505 Travis St., Shreveport.

MARYLAND

BLATTER BROS., 119 W. Pratt St., Baltimore.
 HENDERSON, LINTHICUM & Co., 3 E. Camden St., Baltimore.
 E. E. HURLBURT, 3 Emerson Tower Bldg., Baltimore.
 ARTHUR MEDWEDEFF, 308 Law Building, Baltimore.
 JOHN POEHLMAN & SONS, 405 N. Washington St., Baltimore.
 ROBINS & Co., 112 South St., Baltimore.
 JOSEPH SMELKINSON, 139 W. Camden St., Baltimore.
 DIXON R. SMITH & Co., 217 Hanover St., Baltimore.
 STEVENS BROS., 226 Charles St., Baltimore.

MASSACHUSETTS

CAMBRIDGE POULTRY Co., Cambridge.
 JAMES L. HUMPHREY, JR., New Bedford.
 GENERY STEVENS Co., Worcester.

Boston

ADAMS, CHAPMAN Co., 37 N. Market St.
 ALLEY GREEN & PIPE Co., 3 and 4 N. Market St.
 S. K. AMES, 168 Milk St.
 I. H. BALLOU & Co., 75 S. Market St.
 BARTLETT VARNEY & Co., 21 N. Market St.
 BATCHELDER & SNYDER Co., 49 Blackstone Street.

BOLTON & HICKS, 21 Merchants Row.
 BORST PIERCE Co., 9 Blackstone St.
 ALTON E. BRIGGS, Faneuil Hall Market.
 BRYANT & ORDWAY Co., 1 So. Side Faneuil Hall Market.
 S. L. BURR & Co., 74 So. Market St.
 CHAMBERLAIN & Co., INC., 25 S. Market St.
 CHAPIN & ADAMS Co., 35 S. Market St.
 HAROLD E. CORSON, Faneuil Hall Market, Fruit & Products Exchange.
 C. R. CORWIN Co., Faneuil Hall Market.
 CRAIG HAPGOOD Co., INC., 39 S. Market St.
 ARTHUR E. DORR & Co., 12 North St.
 EASTERN BUTTER Co., 15 John St.
 EASTERN POULTRY & EGG Co., 77 Fulton St.
 J. R. ELLIS & SON, 50 S. Market St.
 G. A. FALES Co., 25 N. Market St.
 JOHN H. FARNUM & SON, 65 Clinton St.
 FOWLE, HIBBARD Co., 176 State St.
 GOLDSMITH-STOCKWELL Co., 27 S. Market Street
 GREEN & Co., 80 S. Market St.
 WM. J. HAIRE Co., 30 S. Market St.
 HILTON & ALDRICH Co., 40 S. Market St.
 RALPH H. HOSMER, 10-16 Faneuil Hall Mkt.
 H. A. HOVEY & Co., 30 Faneuil Hall Mkt.
 HYDE-WHEELER Co., 39-41 Commercial St.
 THE H. J. KEITH Co., 72 S. Market St.
 J. F. KIMBALL Co., 31 N. Market St.
 LAMSON & Co., 13 Blackstone St.
 G. M. D. LEGG Co., 33 S. Market St.
 LEWIS, MEARS Co., 33 S. Market St.
 A. & O. W. MEAD & Co., 35 N. Market St.
 A. E. MILLS & SON, 27 Commercial St.
 CHAS. E. MILLS, 19 Boston Fruit & Produce Exchange.
 PATCH & ROBERTS, 17 N. Market St.
 P. F. QUINN, 31-33 Merchants Row.
 RADLO BROS. Co., 21-23 S. Market St.
 L. A. ROGERS Co., 70 S. Market St.
 B. RUTSTEIN & SONS Co., 105 Fulton St.
 R. W. SAWTELLE, 16 Boston Fruit & Pro. Ex.
 SMILEY BROS., 5 Blackstone St.
 A. M. SMITH & Co., 31 Commercial St.
 STANDARD POULTRY & EGG Co., 37 Fulton St.
 CHAS. H. STONE & Co., 61 Chatham St.
 THORNDIKE & GERRISH Co., 19 N. Market Street.
 TITMAN EGG Co. OF MASSACHUSETTS.
 A. VALENTE & Co.
 T. H. WHEELER Co.
 E. E. WILSON Co., 7 Blackstone St.
 W. F. WYMAN & Co., 4 Faneuil Hall Mkt.

MICHIGAN

CADILLAC PRODUCE Co., Cadillac.
 THE N. A. HOBAN Co., 114-116 W. 1st Ave., Flint.
 HUGH M. HURD, Eaton Rapids.
 IONIA EGG & POULTRY Co., Ionia.
 KENT STORAGE Co., Grand Rapids.
 ROBT. PARK, Caro.
 J. T. RIDLEY, Greenville.
 WILLIAMSON BROS., Tecumseh.

Detroit

ALDERSON-HUARD Co., 480 Riopelle St.
 AMERICAN BUTTER & CHEESE Co., 480 Howard Ave.

CLARENCE J. CHANDLER, 1640 Penobscot Bldg.
 GEO. L. COLLINS & Co., 30 Market St.
 DETROIT BEEF Co., 1903 Adelaide St.
 GEO. R. ELDRIDGE Co., 2656 Eighteenth St.
 FALTS POULTRY MARKET, 54 W. Elizabeth Street.
 GESSNER PRODUCE Co., Eastern Market.
 HARRIS & THROOP, 777 Michigan Ave.
 J. W. KEYS COMM. Co., 2478 Riopelle St.
 C. H. LAHUE & Co., Eastern Market.
 F. J. SCHAFER & Co., 1462 E. High St.
 SCHILLER BUTTER & EGG Co., 654 Jos Campau.
 SMITH POULTRY & EGG Co., 26 Western Market.
 A. F. THIBODEAU & Co., 492 Howard Ave.
 TONER COMMISSION Co., 480 Riopelle St.

MINNESOTA

BACKMAN PRODUCE Co., Waterville.
 BENSON PRODUCE Co., Benson.
 BRIDGEMAN-RUSSELL Co., Duluth.
 CENTRAL MINN. PRODUCE Co., Willmar.
 E. B. DAVIS & Co., Spring Valley.
 DULUTH CREAMERY & PROD. Co., 7th Ave. W. & R. R. St., Duluth.
 SEYMOUR L. FOSSE, Lanesboro.
 HUTCHINSON PRODUCE Co., Hutchinson.
 JOHNSON PRODUCE Co., Cokato.
 F. J. KASPER Co., 310-312 N. Cedar St., Owatonna.
 LE ROY PRODUCE Co., Le Roy.
 LEVINE BROS., Duluth.
 LITCHFIELD PRODUCE Co., Litchfield.
 JOHN LYNARD, Owatonna.
 H. M. NOACK & SONS, Arlington.
 NO. AMERICAN CRY. Co., Alexandria.
 NORTHERN COLD STG. & WHSE. Co., Duluth.
 PETERSON BIDDICK Co., Wadena.
 JOSEPH J. SCHATZ, Montgomery.
 J. W. SILL, Belgrade.
 STEUBE BROS., 118 N. Main St., New Ulm.
 STORK BROS., New Ulm.
 SUNDE & ROMINE, New Richland.
 GEO. D. TRACY, Tracy.
 WILLIAMS PRODUCE Co., Fergus Falls.
 WORTHINGTON CREAMERY & PROD. Co., Worthington.

Minneapolis and St. Paul

BOYD & HILBERT, 22 Central Mkt., Minneapolis.
 R. E. COBB Co., St. Paul.
 JACOB E. DECKER & SON, 513 Third Ave. N., Minneapolis.
 DE SOTO CRY. & PROD. Co., Minneapolis.
 EDWARDS BROS., 119 Sixth St., Minneapolis.
 FAIRFAX PRODUCE Co., 420 N. Third Ave., Minneapolis.
 J. H. KERSTEN & Co., 204 Market State Bank Bldg., Minneapolis.
 KLINGELHUTZ & MARTINSON, 121 N. 6th St., Minneapolis.
 MEAGHER & PARSONS, 5th St. North, Minneapolis.
 ROSS C. MORFORD, Market State Bank Bldg., Minneapolis.
 NORTHERN PRODUCE Co., St. Paul.
 J. W. PERRIN & SON, 29 Central Market, Minneapolis.
 SAMELS BROS. Co., Minneapolis.
 J. W. SHARPE, Minneapolis.
 TILDEN PROD. Co., St. Paul.

MISSISSIPPI

REX PRODUCE Co., Myrtle.

MISSOURI

BLATTNER BROS. MERC. Co., Wellsville.
 A. F. BROCKMAN, Concordia.
 BROWNING FARMERS CLUB, Browning.
 W. L. DAVENPORT Co., 219 N. Jefferson St., Mexico.
 J. H. DUNN, Meadville.

W. C. ELLIS, Mountain Grove.
 GOODWIN & JEAN, Jackson.
 R. F. GRIFFITH, Fulton.
 HENDERSON'S PRODUCE Co., Monroe City.
 J. V. KESTERSON, Odessa.
 KUHN BROS. MERC. Co., Troy.
 W. D. LAW, Springfield.
 D. N. LIGHTFOOT & SON, Springfield.
 LINDLEY-BUSTER PROD. Co., Inc., Bucklin.
 MACON PRODUCE Co., Macon.
 W. B. McLAIN & SON, Higginsville.
 J. H. MIKEL BRO. & Co., South Gifford.
 C. S. MILLER PRODUCE Co., Neosho.
 MISSOURI EGG & POULTRY Co., Box 164, Sedalia.
 E. OLIN & SON, 112 E. Lexington St., Independence, Missouri.
 RALLS COUNTY MERCANTILE Co., Center.
 S. D. RARDIN, Jr. & Co., Ridgeway.
 J. I. REED & SON, Bolivar.
 C. L. RHODES PROD. Co., Springfield.
 E. F. ROBERTS, Queen City.
 A. W. VANDERFORD, Clinton.
 A. B. WILKERSON, Aurora.
 WILLOW SPRINGS CRMY. Co., Willow Sprgs.

St. Louis

AMERICAN EGG & POULTRY Co., 501 N. 3rd St.
 H. B. BEATY, 408 Franklin Ave.
 BOHN-LENARTZ COM. Co., 714 N. 4th St.
 HY BOMZE, 817 N. Third St.
 HENRY BROEDER'S SONS COM. Co., 813 N. Third St.
 E. J. CRAMER COMMISSION Co., 709 N. 3rd St.
 DICKSON & SONS, 837 N. Third St.
 A. A. EASTON Co., Inc., 931 N. Broadway.
 ENTERPRISE COMMISSION Co., 925-927 N. Broadway.
 BRUNO FRANZ SONS, 919 N. Broadway.
 OSCAR B. FRANZ COM. Co., 417 Morgan St.
 WALTER B. FRANZ & Co., 810 N. Fourth St.
 JOHN FREY & Co., 420 Wash St.
 FRISCO COMMISSION Co., 800 N. Fourth St.
 GREENLEE PRODUCTS Co., Lewis & O'Fallon Sts.
 FRED HEGER, 419 S. Franklin Ave.
 THE HICKEL Co., 1018 N. Broadway.
 HILMER COMMISSION Co., 822 N. Third St.
 HOFMANN BROS. PRODUCE Co., 700 N. 2nd St.
 H. W. KUEHAUS, 419 Franklin Ave.
 B. LANDAUER, 907 N. Fourth St.
 LOPATO BIERMAN COM. Co., 811 N. Third St.
 E. L. LYNCH POULTRY Co., 807 N. 4th St.
 CHAS. P. MANN & Co., 713 N. 3rd St.
 ARNOLD MATTER COM. Co., 704 N. 4th St.
 E. B. MCKEE COMMISSION Co., 717 N. 3rd St.
 McLAIN-ALCORN COM. Co., 701 N. 3rd St.
 MEYER BROS. COMMISSION Co., 816 N. 3rd St.
 NIEMEYER-BUCHMUELLER COM. Co., 816 N. 3rd St.
 FRANK J. OECHNER, 1109 N. Third St.
 PROGRESSIVE COMMISSION Co., 803 N. 3rd St.
 J. W. RAGLAND COMMISSION Co., 415 Wash. St.
 A. A. REHBEIN, 220 Market St.
 GEO. F. RICKER & Co., 716 N. 2nd St.
 A. M. ROBINSON & Co., 714 N. 3rd St.
 ST. LOUIS BUTTER Co., 821 N. Third St.
 SCHEITLIN & HOFFMAN, 820 N. Third St.
 L. J. SCHULTE COM. Co., 824 N. Third St.
 SCHUMACHER COMMISSION Co., 700 N. 3rd St.
 UHRIG BROS., 812 N. Fourth St.
 BURT WOODSON COM. Co., 933 N. Broadway.
 DAVE WURTH COMMISSION Co., 809 N. 3rd St.
 GEO. WURTH COM. Co., 710 N. Third St.
 ZELLE BROS. PROV. & COM. Co., 702 N. 3rd St.

Kansas City

AARON POULTRY & EGG Co.
 J. M. ADAMS, 319 Produce Exchange Bldg.
 C. J. AUS, 211 Produce Exchange Bldg.
 A. W. BEAR COM. Co., 117 E. Fourth St.
 RALPH HURST & Co., 115 E. Fourth St.
 S. J. HURST, 515 Grand Ave.
 MERIDEN CREAMERY Co., 21st and Central Sts.
 J. W. REYNOLDS, Prod. Exchange Bldg.
 CARL C. STENTZ, 203 Produce Exchange Bldg.
 SPENCER PRODUCE Co., 14 West 4th St.

MONTANA

HENNINGSEN PRODUCE Co., Butte.

NEBRASKA

ALMA PRODUCE Co., Alma.
 HENNINGSEN PROD. Co., Superior.
 C. MOZER, Box 495, Lincoln.
 NELSON BROS. POULTRY Co., Lincoln.
 NORFOLK POULTRY Co., 403 N. 3rd St., Norfolk.
 THOMASSEN PRODUCE Co., Humphrey.
 WAHOO PRODUCE Co., 301 East 5th St., Wahoo.
 YORK PRODUCE Co., York.

Omaha

GEO. E. CLARK, 1327 W. O. W. Bldg.
 FAIRMONT CRY. Co., 12th & Jones Sts.
 THE JERPE COMMISSION Co., 422 11th St.
 KIRSCHBRAUN & SONS, INC., 9th and Dodge Sts.
 OMAHA COLD STORAGE Co.

NEW JERSEY

AMMON & PERSON, 4th and Henderson Sts. Jersey City.
 M. AUGENBLICK & Bro., 16 Commerce St., Newark.
 C. E. BARKER & Co., 38 Commerce St., Newark.
 ROBT. L. BEYER, 1915 Atlantic Ave., Atlantic City.
 COLUMBIA CHEESE Co., 85 Commerce St., Newark.
 DEBOW & Co., 32 Commerce St., Newark.
 BARNETT GABRIEL, c/o Great Atlantic & Pacific Tea Co., Jersey City.
 GUARANTY EGG CORPORATION, 108 Sylvan Ave., Newark.
 GERHARD & PAGELS, 218 N. Willow St., Trenton.
 GUDE & COLE, INC., 102 Mulberry St., Newark.
 ADAM HEBELER & Co., 46 Commerce St., Newark.
 GUS LUDWIG, c/o Great A. & P. Tea Co., Jersey City.
 WILKINSON, GADDIS & Co., 85 Parkhurst Newark.

NEW YORK

DAVIS & PELTON, 152 Baldwin St., Elmira.
 SAMUEL C. DUFF & SON Co., 1119 E. Fayette St., Syracuse.
 THE LAWLOR & CAVANAUGH Co., Troy.
 JOS. A. MINST, 359 Broadway, Albany.
 EDWARD D. VINAL, 202 North West St., Syracuse.
 WM. S. RILEY Co., Scott Place, Rochester.
 W. J. SKILLICORN, Albany.
 WHITNEY & EMERY, 113 Ardmore St., Rochester.

Buffalo

BREDEBERG BROS., 96 W. Market St.
 BUFFALO BUTTERINE Co., 171 Perry St.
 RAYMOND S. CLUM, 101 Columbia St.
 JACOB DOLD PACKING Co., 745 William St.
 THE FAIRMONT CREAMERY Co.
 GOLDSTEIN & LIPPMAN, 165 Scott.
 HICKMAN & COWARD, 150 Michigan Ave.
 F. W. JEHLE, 155 Washington Mkt.
 CHAS. E. ROESCH, 10 Broadway Mkt.

SATULOFF BROS., 145 Michigan St.
F. F. STONE, 98 W. Market St.
WALTER A. TUTTLE, 55-57 E. Market St.
J. M. WATTLES & SON, 152 Michigan St.
FRANK E. WATTLES & BRO.
WAX & SUGARMAN, 159 Michigan St.
WM. C. WILL, 163 Scott St.
WILL & ZAEFFEL, 59 E. Market St.

New York City

C. F. ADAMS & Co., 13 Harrison St.
ALBERT & GERBER, 315 Greenwich St.
E. S. ALPAUGH & Co., 18 Bloomfield St.
ARMSTRONG & HESSE, 330 Greenwich St.
HARRY ATLAS, 360 Greenwich St.
JUAN A. BABCOCK, 168 Duane St.
E. R. BALZER, 220 Greenwich St.
F. C. BARGER & Co., 158 Franklin St.
H. BEHRMAN & SONS, 366 Washington St.
BERMAN & BAEDCKER, Inc., 28 Thirteenth Ave.
NATHAN BLACKMAN, 362 Greenwich St.
DANIEL P. BOEHM, Inc., 331 Washington St.
JOHN H. BORGER & Co., 134 Reade St.
C. M. BRITTEN, 22 Harrison St.
GEO. G. BROWN, W. Washington Mkt.
S. S. BROWN CO., 43 Jay St.
BROWN & ROOT CO., 165 Reade St.
BRYAN DUVAL CO., Inc., 105 Hudson St.
C. T. BULLARD & Co., 171 Duane St.
BUTTS & MILLER CO., 325 Washington St.
CENTRAL GROCERY CO., 150 Reade St.
CHELSEA LIVE POULTRY CO., 39 Loew Ave.
CHAS. COLLINS CO., 1 13th Ave.
COLONIAL BUTTER & EGG CO., Greenwich St.
GEORGE COOK, JR., 329 Washington St.
F. M. COUGHLAN & SON, 172 Duane St.
GEO. E. CUTLER, 331 Greenwich St.
ANDREW DAVEY, Inc., 5 E. 134th St.
CHARLES DEUTSCH, 319 Greenwich St.
DE WINTER & STEWART, Inc., 321 Washington St.
DROSTE & SNYDER, 177 Duane St.
DU MOND & FELTEN, Inc., 325 Washington St.
N. DURHAM & SONS, 313 Washington St.
LEWIS EBERT & SONS, 151 Reade St.
EGBERT & CASE, 11 Jay St.
W. W. ELZEA, Inc., 327 Washington St.
THE ENGEL CO., 123 Barclay St.
ENYARD & GODLEY, Inc., 171 Duane St.
FARMERS COMMISSION HOUSE, 27 Harrison St.
FICKEN, COFFIN & Co., 168 Duane St.
FITCH, CORNELL & Co., 16-18 Jay St.
SAMUEL FLECK & Co., Inc., 48 Bloomfield St.
JULIUS FLEISCHL, 514 Westchester Ave.
J. C. FORD & Co., Inc., 368 Greenwich St.
FOX RIVER BUTTER CO., 78 Hudson St.
I. FOX SONS, Inc., 194 Green Place, Brooklyn, N. Y.
SOL. FRANKEL, W. Washington Mkt.
J. GEWIRTZ, 303 E. 4th St.
GOTTFRIED-MARSHALL CO., 142½ Reade St.
A. GROSSMANN & Co., 153 Reade St.
GUDE BROS., KIEFFER CO., 21 Jay St.
H. HAGEN & Co., 81 N. Moore St.
HANCE BROS. CO., W. Washington Mkt.
W. H. HENNEBERGER, Inc., 329 Greenwich St.
JOSEPH J. HEROLD, 17 Harrison St.
GEORGE F. HINRICHS, Inc., 341 Washington St.
WM. J. HINRICHS, 423 W. 14th St.
HODUFF EVANS COMPANY, Inc., 7 Harrison St.
WM. G. HOLLROCK, 359 Greenwich St.
AD. HONIGSBERG & Co., 300 Greenwich St.
CHAS. B. HOVEY, W. Washington Mkt.
JEWELL BROS., W. Washington Mkt.
JEWELL KOENIG & Co., W. Washington Mkt.
T. W. JOHNSON, 361 Washington St.
HUGO JOSEPHY & SONS, 448 West 14th St.
BENJ. KALMANSON, 310 Greenwich St.
KASSEL POULTRY CO., W. Washington Mkt.
J. J. KILCOYNE CO., Inc., 148 Reade St.
J. M. KLEIN, 329 Washington St.
KOSSAR & Co., W. Washington Mkt.

CHRISTIAN H. KOSTER, 863 Washington St.
KURTIN & KURTIN, 305 Greenwich St.
LAMBLY & ALPAUGH, 18 Harrison St.
LASS & COHEN, 450 W. 14th St.
GUSTAV F. LAWRENCE, 6 Harrison St.
LEWIS MEARS CO., 127 Reade St.
FREDERICK F. LOWENFELS, 348 Greenwich St.
W. B. LUNN'S SONS, 304 Greenwich St.
W. H. MAPES, 137 Reade St.
THOS. J. MAY CO.
FRANK A. McGRAL CO., Inc., 139 Reade St.
C. F. McGUIRE, 13 Harrison St.
A. E. McMULKIN, 201 Franklin St.
CHAS. P. MECABE & SON, 17 Jay St.
SAMUEL MIERFELD, 3 Harrison St.
J. W. MELONEY CO., Inc., 339 Greenwich St.
ALEX MERSEL, 191 Duane St.
MOTTUS BROS., W. Washington Market.
SAM NAGLE, W. Washington Market.
J. NARZISENFELD, 24-26 Harrison St.
J. NEUGEBOREN & SONS, 19 Harrison St.
NEW YORK BUTTER PACKING CO., 171 Duane St.
JAS. N. NORRIS, W. Washington Mkt.
FRED D. OETJEN, 339 Washington St.
B. W. OTIS & Co., W. Washington Mkt.
A. PAUL, JR., & Co., West Washington Mkt.
WM. WALLIS PEARSON, 45 Grace St.
H. T. POND CO., 361 Washington St.
C. L. POOLE & Co., 15 Harrison St.
I. C. POPPER, 171 Duane St.
S. A. RAUSCH, 334 Greenwich St.
W. E. READ CO., Inc., 360 Washington St.
G. M. RITTENHOUSE & Co., 23 Jay St.
S. ROSENFELD CO., 197 Duane St.
HARRY ROSENSTEIN, Inc., W. Washington Market.
M. ROTH & Co., 185 Duane St.
THOS. H. ROULSTON, 101 Ninth St., Brooklyn.
JOHN H. RUSCH, 188 Duane St.
SAAL BROTHERS, 181 Duane St.
CHESTER E. SAXTON CO., Inc., 11 Harrison St., N. Y. C.
JOHN SCHOLL & BRO., 147 Reade St.
C. SCHULTZ, Inc., 32 Jay St.
LOUIS J. SCHWAB, W. Washington Mkt.
NATHAN SCHWEITZER CO., 409 W. 14th St.
SECKEL & KIERNAN, 361 Greenwich St.
R. B. SHIMER & Co., 332 Washington St.
A. SILZ, 416 W. 14th St.
STEERS & MENKE, West Washington Mkt.
H. E. STOUT CO., 317 Washington St.
J. D. STOUT & Co., 19 Jay St.
JOSEPH SULTAN, 148 Reade St.
B. TITMAN CO., 94 N. Moore St.
GEORGE TRACHTENBERG, 360 Greenwich St.
CHAS. TRAUTMANN CO., 28 Division St., Jamaica, L. I.
TRELEAVE & UNDERHILL, 333 Greenwich St.
W. HARRY ULLMAN & BRO., 216 Franklin St.
EDWARD M. VOSBURGH, 133 Reade St.
S. & W. WALDBAUM, 140 Reade St.
CHARLES WERNER, 35 Loew Ave.
SAMUEL WERNER, W. Washington Mkt.
WESTERN COMMISSION CO., West Washington Market.
D. W. WHITMORE & Co., 10 Harrison St.
WIESENFELD & OSHINSKY, 40 Harrison St.
J. W. WILLIAMS, W. Washington Mkt.
HYMAN WITTNER, 318 Greenwich St.
WRIGHT & WINSOR, 12 Harrison St.
ZENITH BUTTER & EGG CO., 170 Duane St.
ZIMMER & DUNKAK, 173 Duane St.

NEW ZEALAND

R. L. WOODHOUSE & Co., Ferry Bldgs., Auckland.

NORTH DAKOTA

BRIDGEMAN-RUSSELL CO., Grand Forks.
MANDAN CRY. & PRODUCE CO., Mandan.

OHIO

ATHENS POULTRY & PRODUCE CO., Athens.
BEMISDERFER CO., 31 E. Market St., Tiffin.
BYRON L. BOND, Edon.
THE BROWNELL SONS CO., 123 E. Spring St., Columbus.

O. I. CLEVENGER, 198 Prospect St., Marion.
COE BROTHERS, Albany.
ELMORE PRODUCE CO., Elmore.
FOSTORIA CREAMERY CO., 404 S. Union St., Fostoria.
CHAS. C. FROMFIELD, 1101 E. Main St., Van Wert.
THE GRAY & WHITE CO., Tiffin.
GREENFIELD PACKING CO., Greenfield.
GRIFFIS PRODUCE CO., Delphos.
W. T. HARRIS & SON, Kenton.
WM. HERTEL, JR., Van Wert.
HICKSVILLE PRODUCE CO., Hicksville.
H. B. HOLE, Greenville.
J. J. KISSELL, Columbus Grove.
H. LITTLE & SONS, 434 S. Fifth St., Upper Sandusky.
LUCAS PRODUCE CO., Leipsic.
W. M. McELROY, Manchester.
MALKIN CREAMERY CO., 224 W. Boardman St., Youngstown.
MILLER BROS. CO., Fremont.
J. E. PARKER CO., Eaton.
J. E. ROADS, N. West St., Hillsboro.
ROCK ISLAND BUTTER CO., Toledo.
HOMER C. SMITH, Centerbury.
STORER BROS. CO., Ada.
A. L. STOUT, West Mansfield.
WHITE MOUNTAIN CREAMERY CO., New Bremen.

Cincinnati

FRED H. BLOME, JR., c/o Blome-Dreifus Co., 4149 Forest Ave.
C. EBERLE SONS CO., Cor. 6th, Plum and George Sts.
FLATAW RILEY CO., 42 Walnut St.
GOYERT & VOGEL EGG & PTY. CO., 49 Walnut St.
B. L. HUMBERT, 21 Masonic Temple.
JOHN V. KISKER & Co., 11 Main St.
A. F. KOLB, 134 W. Court St.
LETT & Co., 48 Walnut St.
THE PETERS POULTRY CO., 104 W. Court St.
DAVID RINDSBERG & Co., 38 Walnut St.
SIMMONS & NORRIS, 3-9 W. Water St.
E. B. WRIGHT & SON, 19 Walnut St.

Cleveland

THE ARNOLD CREAMERY CO., 701 Woodland Ave.
THE BRANDT CO., Sheriff St. Market.
BROOKHART POULTRY CO., 754 Broadway.
THE BRUNDAGE CO., 606 Broadway.
THE CHAPMAN CO., 575 Broadway.
COTTAGE CREAMERY CO., 505 Woodland Ave.
G. O. DAVIS, 735 Central.
THE A. R. DUNCAN, JR., Co.
FISHER BROS. CO., 2323 Lakeside Ave.
LIBERTY POULTRY CO.
JOSEPH LICHTLE & Co., 676 Broadway.
W. H. MANN & Co., 653 Broadway.
D. MARTIN CO., 630 Broadway.
JOSEPH N. PIERSON, 822 Broadway.
E. H. PUTT & SON POULTRY CO., Sheriff St. Market.
TELLING-BELLE VERNON CO., 7100 Clark Ave.

OKLAHOMA

H. BRADBURY, Shattuck.
FARMERS' PRODUCE CO., C. O. Smith, Mgr., Anadarko.
CHICKASHA HIDE & PRODUCE CO., 205 S. Second St., Chickasha, Okla.
CHOCTAW PRODUCE CO., Hugo.
FARMERS' PRODUCE CO., Clinton, Okla.
GUTHRIE PRODUCE CO., Guthrie.
MADILL PRODUCE CO., Madill.
McCoy PRODUCE CO., Westville.
OKLAHOMA HIDE & PRODUCE CO., Altus.
J. M. PATTON, c/o Lawton Poultry Co., Lawton.
W. D. WRIGHT PRODUCE CO., Oklahoma City.

OREGON

ESTES-DIXON CO., 105 Front St., Portland.
PACIFIC COOPERATIVE POULTRY PRODUCERS, Portland.

PENNSYLVANIA

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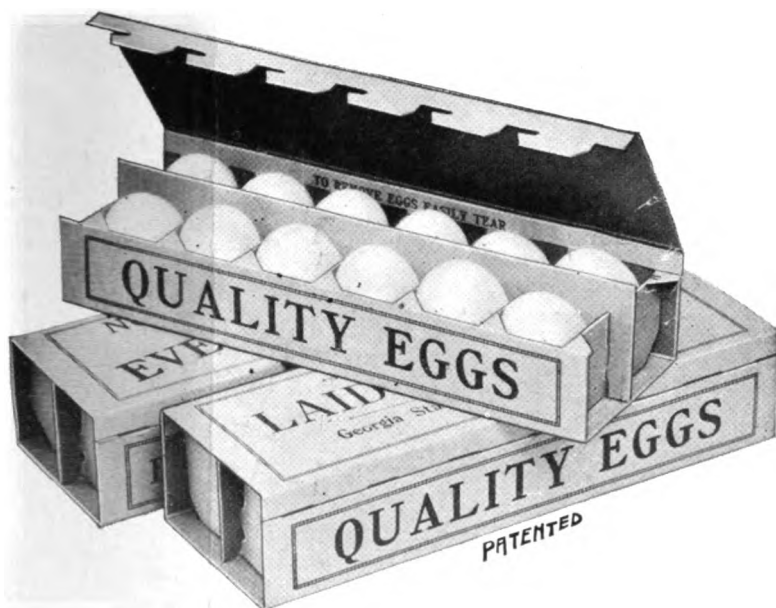
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Virginia—W. B. Clark.....	Culpepper
Wisconsin—S. D. Eckel.....	Manitowoc



Your brand name
and—Self - Locking
Egg Cartons. The
right combination
for marketing your
Good Eggs.

SELF-LOCKING CARTON COMPANY

PHONES CENTRAL 4581-4582

591 East Illinois Street - - - - - CHICAGO

Union Terminal Cold Storage Company JERSEY CITY, N. J.

On Tracks of the Erie R. R. and the D. L. & W. R. R.

Manhattan Refrigerating Company NEW YORK

West Washington and Gansevoort Markets
On Tracks of the New York Central Railroad

Kings County Refrigerating Company WALLABOUT MARKET—BROOKLYN, N. Y.

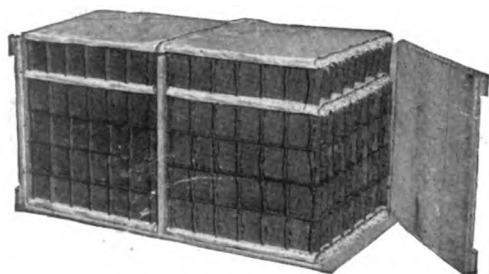
Convenient to all Wallabout Freight Stations

*Leaders in Cold Storage Service
at the Port of New York*

T. A. ADAMS

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GENERAL OFFICES—525 WEST STREET, NEW YORK CITY



There's no Profit in Selling Broken Eggs to Transportation Companies

When you protect your property with fire-insurance, do you throw precaution to the winds because "the insurance company will pay," if loss comes?

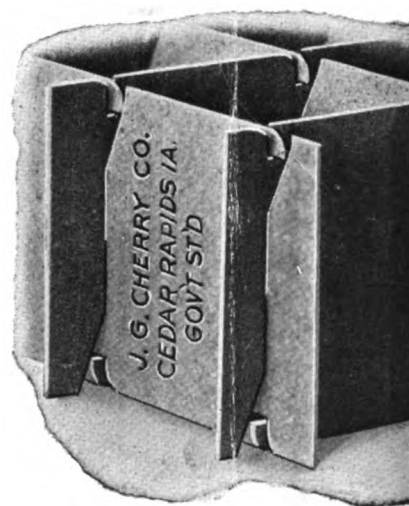
Egg Claim Payments Reduced 31.8 Per Cent.

Chicago, Nov. 16.—Egg claim payments for the first six months of the year have shown a decrease of 31.8 per cent according to F. F. Frye of the Western Weighing and Inspection Bureau who cites a total of \$91,233 for the months of January to June inclusive, 1921, compared with but \$402,994 during the same months this year.

"This remarkable showing is in a measure due to shippers using six pads to the case and proves that a tight pack will to a certain degree protect eggs from damage and insure safe delivery at destination. Proper construction of egg cases is essential along with the use of new standard fillers and flats weighing three and one-half pounds to the case. The excelsior pads of which six should be used to the case, should each weigh three and one-half ounces or more, one pad to be placed on the bottom of each compartment, one pad between the first and second fillers from the top and one pad on the top. No flats should be used under or over the pads."

Did you ever hear of an honest shipper making any money out of collecting a damage claim for a carrier?

And did you ever stop to think that it's not the carriers but the *shippers* who actually *pay* the millions of dollars disbursed by the claim departments of carriers?



The "Perfect" Package
for Egg Shipping Consists of
Cherry Double-Lock Fillers
and Six Excelsior Pads

Send for sample Cherry Filler

J. G. CHERRY COMPANY
CEDAR RAPIDS IOWA
St. Paul, Minn. Tama, Iowa. Peoria, Ill.

The NATIONAL POULTRY · BUTTER · & · EGG · BULLETIN

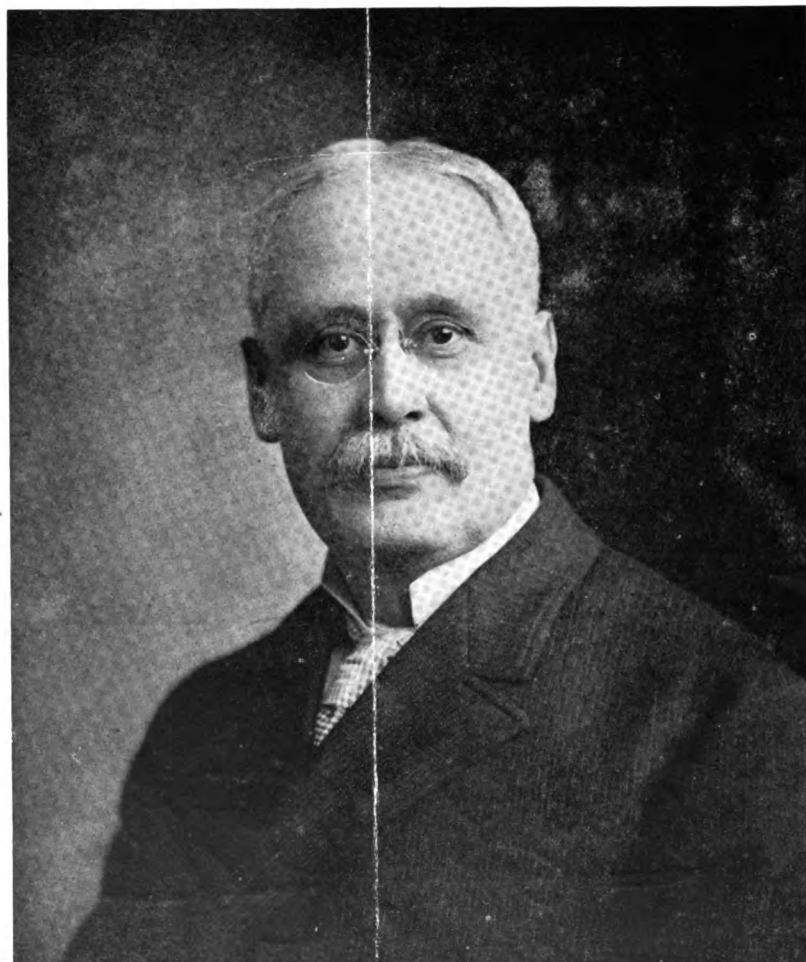
FEBRUARY

Volume 7



1923

Number 5



F. A. KELLY
TREASURER

EGG CASES

FILLERS

EXCELSIOR PADS

“Quality Always the Best”

PROMPT SHIPMENTS ON CARLOADS OR LCL LOTS

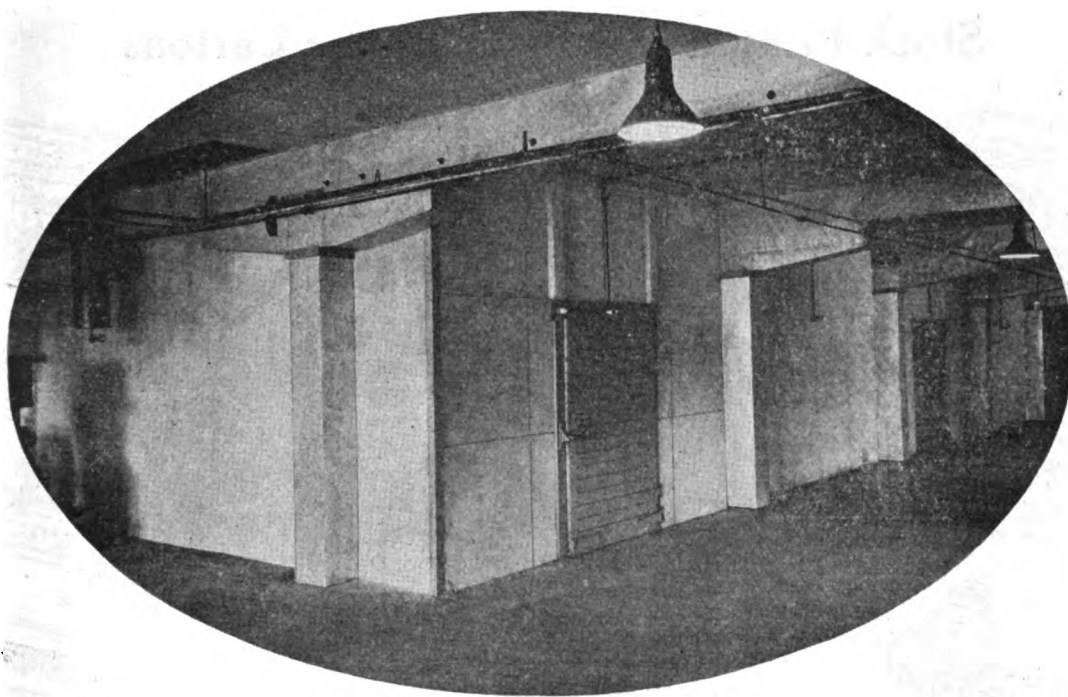
As shipments from the mills are moving very slowly, we try to have cars in transit that can be diverted to most any point, assuring quicker delivery.

Call or wire if you are short of material

LOOK US UP AT THE CONVENTIONS

A stylized, cursive handwritten signature in black ink, reading "Oliver L. Arming". The signature is fluid and elegant, with a long horizontal flourish extending from the end.

**216 W. So. Water Street
CHICAGO**



Poultry Chill Rooms, insulated with two layers of 2-inch Nonpareil Corkboard. Harris-Hardman Company, Richmond, Indiana

Rooms Like This Furnish the Proof

YOU are not *experimenting* with insulation when you use Nonpareil Corkboard, or just "trusting to luck" that your rooms will be efficient and economical. Results are *sure*, because they have been proved in hundreds of the best designed and most economically operated plants.

The heat-retarding value of Nonpareil Corkboard is a known and dependable quality; exactly what it will accomplish can be calculated in advance with certainty. Its moisture resistance has been established by the only test of any value—years of service. Its straight edges, square corners and uniform dimensions make close joints and a tight job.

To make assurance doubly sure and avoid all risk of inexperienced workmanship, have your insulation erected by the Contract Department of this Company. Competent erection foremen will install Nonpareil Corkboard carefully and correctly, without waste of time or material and at very reasonable cost.

Suggestions for the construction and insulation of your rooms, with estimates of cost, are supplied without charge or obligation on request

ARMSTRONG CORK & INSULATION COMPANY
155 Twenty-fourth St., Pittsburgh, Pa.

Also manufacturers of Nonpareil Cork Covering for brine and ammonia lines, coolers, tanks and cold surfaces generally; Nonpareil High Pressure Covering for steam lines, feed water heaters, boilers, etc.; Nonpareil Insulating Brick for boiler settings, furnaces, ovens, etc.; Nonpareil Cork Machinery Isolation for noisy machines, and Linotile and Armstrong's Cork Tile for floors in offices, residences, etc.

Nonpareil Corkboard Insulation

For Ice Creamery and Produce Storage Rooms

Stock Printed and Plain Butter Cartons

One Pound



Stock Printed One-Pound Butter Cartons

For immediate shipment and at attractive prices we can supply a dozen different brands of stock cartons as per list. Use stock printed cartons when you run short of cartons; when you must supply some customer with a special brand; when you have an "off" grade of butter to sell; or when your requirements are too small to afford special printed cartons. It is economical to buy stock printed cartons as we make them up in large quantities we reduce the cost of manufacture and thus effect a saving to the user of small quantities. Special printed cartons in small lots are necessarily more expensive because the initial cost of printing is the same as on a larger order, so far as preparation of cuts and "make-ready" is concerned.

Price List

Name of Brand	Color	Quality	Small lots per 100	1M per M	3M per M	5M per M	10M per M	25M per M	50M per M
Peerless Creamery Butter,	Blue	.....14 pt.	.....	.....	.....	.....	.....	.....	.....
Peerless Dairy Butter,	Blue	.....14 pt.	.....	.....	.....	.....	.....	.....	.....
Cloverdale Brand,	Red and Blue	.....14 pt.	.....	.....	.....	.....	.....	.....	.....
Superior Brand,	Red and Green	.....14 pt.	.....	.....	.....	.....	.....	.....	.....
Gilt Edge Brand,	Red and Yellow	.....14 pt.	.....	.....	.....	.....	.....	.....	.....
Stony Brook Brand,	Red and Yellow	.....14 pt.	.....	.....	.....	.....	.....	.....	.....
Pure Gold Brand,	Red and Yellow	.....14 pt.	.....	.....	.....	.....	.....	.....	.....
Pet Brand,	Black and Yellow	.....14 pt.	.....	.....	.....	.....	.....	.....	.....
Velvet Brand,	Red and Green	.....14 pt.	.....	.....	.....	.....	.....	.....	.....
One Pound Net,	Blue	.....14 pt.	.....	.....	.....	.....	.....	.....	.....
Pure Creamery Butter,	Blue	.....14 pt.	.....	.....	.....	.....	.....	.....	.....

Packed 1000 to each fibre container. Weight 40 lbs. to 1000

NOTE—Special type forms can be furnished, that is, inserted on the side panels when the buyer wishes his name to appear, but the price for special printed cartons

would then apply; then you should not expect immediate shipment.

Plain One-Pound Butter Cartons

We supply one pound cartons plain in any of the standard styles.

	Small lots per 100	1M per M	3M per M	5M per M	10M per M	25M per M	50M per M
Tuck-end glued style.....	14 pt.	.....	.....	.....	.....	.....	.....
Unglued or open tuck-end	14 pt.	.....	.....	.....	.....	.....	.....
Trunk style.....	14 pt.	.....	.....	.....	.....	.....	.....
Lock-end style	14 pt.	.....	.....	.....	.....	.....	.....

Packed 1000 to a fibre container. Weight 40 lbs. to 1000. Any other thickness of stock can be furnished to order.

A.H. Barber Creamery Supply Co.
300 W. Austin Ave., Chicago, U.S.A.

WE OFFER FOR SALE

Pure Vegetable Parchment Paper

10 CENTS PER POUND

HEAD WRAPS

60 CENTS PER THOUSAND

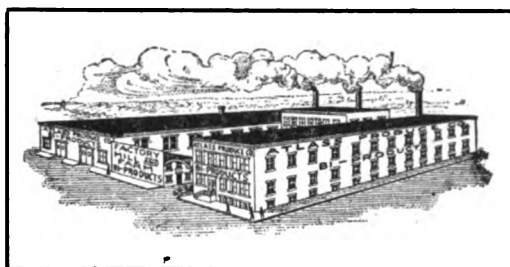
ATLASS PRODUCE CO.

LAFAYETTE, IND.

The Largest House of Combined Business In The U. S. A.

Packers of the Famous  Brands of Poultry and Eggs

Established 1880



Located on the
C.C.C. and St.L.
and
L.E. and W. Railways

\$50.00 Per Bale Saved

Pure Vegetable Parchment Paper (Mill ends) 10 cents per pound. Packed about 500 pounds per bale. Each bale contains numerous sheafs containing about twenty to one hundred sheets each. No holes or scrap. No piece smaller than a full sized sheet. Most sheafs are extra large. Lay a sheaf on the floor. Place an iron rod over same. Rip to proper sizes of boxes or packages. Plenty of sheets large enough for barrel liners.

Head Wraps. Glazed buff color. Packed 13,800 sheets per package. Order now before stock is depleted.

We Use The Above Stock In Our Poultry Department

Does Not Deviate From a Single Action in the Present System of Handling Eggs

No Trade
Objections



Locks the Filler
Both Ways

J. A. LONG COMPANY : Wholesale Produce

ESTABLISHED 1883

*Cushion-Locked Pad Co.,
208 N. Wells St.,
Chicago, Ill.
Gentlemen:*

PORTLAND, IND., January 8, 1923.

We have your letter of the 6th, and note what you say about the cushion locked pad.

We have tested this pad and found it one of the best on the market. I think it is far superior to any excelsior pad, and while it does not act as a cushion on the top and bottom, I would rather have it placed in the egg case anywhere between the top and bottom rather than the excelsior pad. It holds the fillers firmer and is better.

We surely can recommend this pad to anyone, and think it should be used by all means.

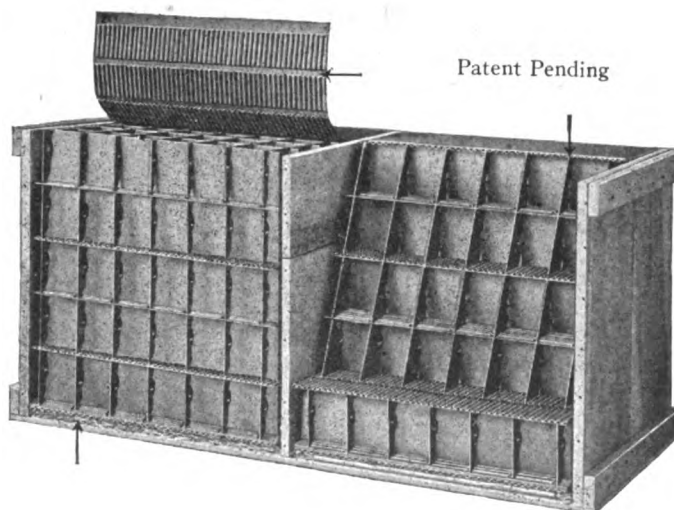
Yours very truly,

J. A. LONG COMPANY,

By J. A. Long.

JAL:ERB

Announcement! Cushion Locked Pad Pack was accepted as Standard Packing by the Consolidated Classification Committee in their conference held in Chicago, January 17, 1923. Either loose Excelsior or Excelsior Pads can be used on top and bottom.



CUSHIONED —

To protect eggs from
Vertical Shocks

LOCKED —

To prevent Shifting
of Fillers in the Egg
Case

Write for Free Sample of Pads

CUSHION-LOCKED-PAD COMPANY

Northern Representative
WEBSTER BROS. MFG. CO.
Waucoma, Iowa

208 N. Wells St.
CHICAGO, ILL.

'TIS GLORIOUS NEWS "GUARANIZE"

Trade Mark Registered

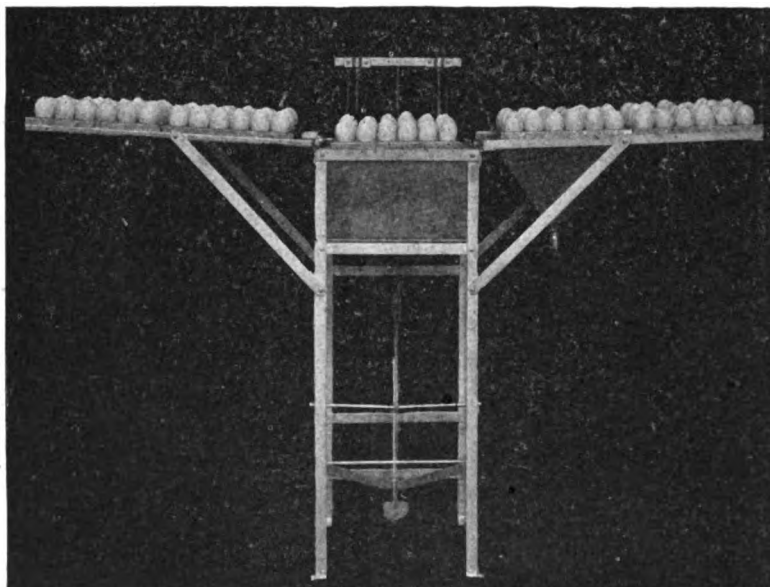
**ANNOUNCE THE OPENING OF OFFICES IN CHICAGO
208 NORTH WELLS STREET**

**EXTENDING THEIR UNEQUALLED, SUPERIOR SERVICE BY POPULAR
DEMAND**

Guaranizing is to the egg what pasteurizing is to milk

**"Guaranized"
Eggs
Bring a
Premium Over
So-Called
Sterilized
Eggs

YOU
KNOW
WHY**



**"Guaranizing"
Service
Is Standard
From
Coast to Coast
and Around
the World.
Costs Less
in the Long
Run**

GUARANIZING solution is compounded from the purest mineral oil, gums and waxes. Fully protected by patent and trademark. **It positively seals the shell.** So-called sterilizing systems employ plain oil and depend on heat coagulating the membrane. It helps some, but

GUARANIZING IS POSITIVE

Write for details of our 1923 service plan now

Guaranty Egg Corporation

Transportation Bldg.
Montreal, Canada

Newark, New Jersey

London, England
31 Lombard St.

Chicago, Ill.
208 N. Wells St.

Buenos Aires, S. A.
Algiers, Costaguta & Cie.

New York City
6 Harrison St.

Machines loaned free. We collect small royalty on each case of eggs guaranized.

ONE PRICE ——— ONE SYSTEM ——— ONE RESULT

References: Commercial Agencies, Banks, and any Egg Dealer or Shipper Anywhere

— *STORE YOUR* —

E G G S —



WITH THE
**CENTRAL COLD STORAGE
COMPANY**

—
“That’s best by every test”
—

KINZIE and DEARBORN STS. CHICAGO

The Best Location in Chicago

D. P. KENNEDY, Manager

L. M. JOHNSON, Superintendant

A. J. McCANN, Ass’t Treasurer

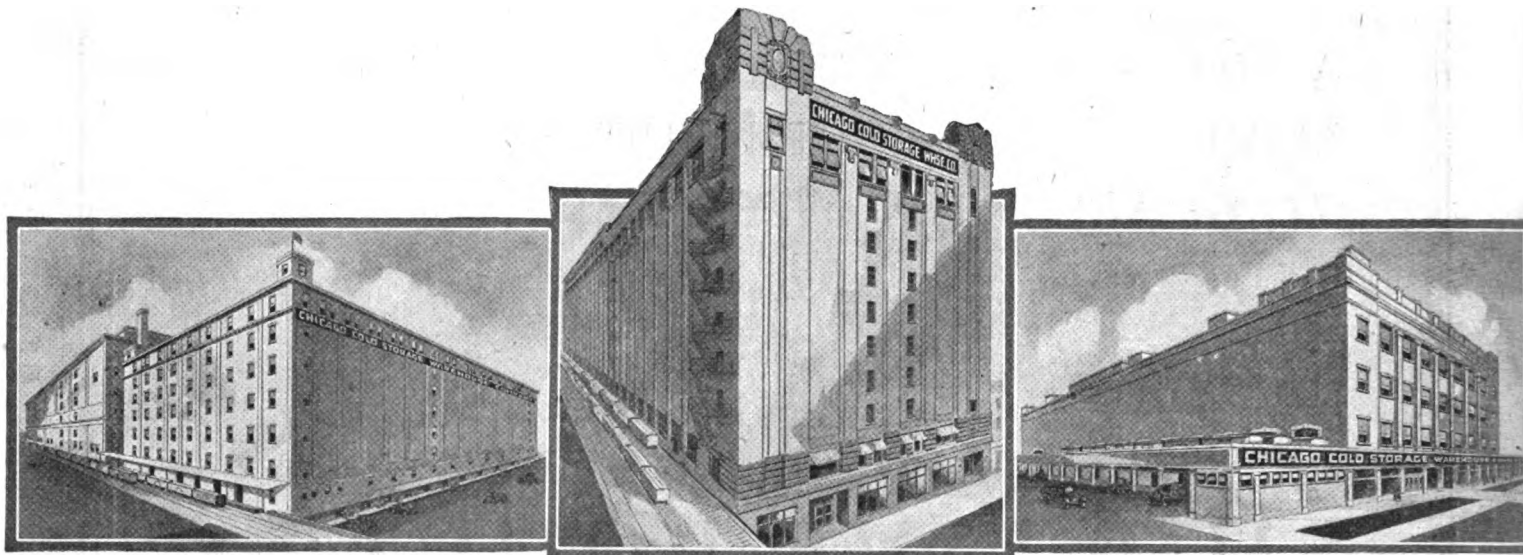
AMPLE CAPITAL—
A TRAINED ORGANIZATION—
MAKES A GOOD COMBINATION
TO GUARD YOUR INTERESTS

SHIP LIVE POULTRY

TO
SAMUEL WERNER
INC.

WEST WASHINGTON MARKET
NEW YORK

Store Your POULTRY, EGGS, BUTTER with



Chicago Cold Storage Warehouse Co.

Modern Warehouses

Financial Strength

Liberal Advances

Reasonable Rates

Low Insurance

Best Railroad Facilities

Quickest and Best Service

and

A Spirit of Accommodation

G. M. WEAVER,
Vice President and General Manager

EDWIN C. GOTT

N. A. EMMERTZ
Secretary and Treasurer

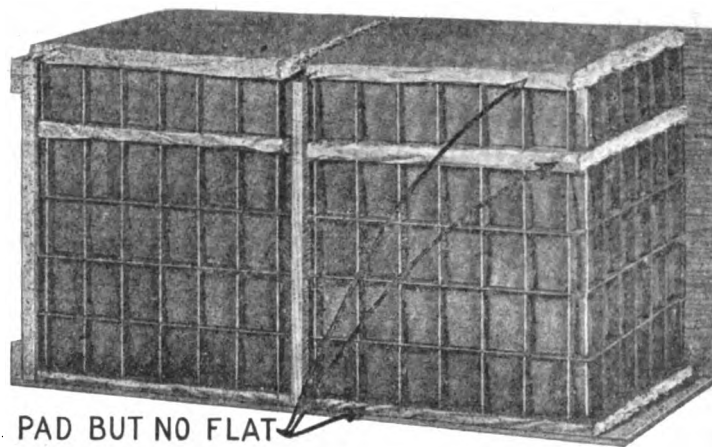
GENERAL OFFICES—1526 S. State St., Chicago, Ill.

IMPORTANT!

Excelsior Pads Are Available for Prompt Shipment

Some statements made at recent hearings have in some quarters been misinterpreted to mean that Excelsior Pads are not available to meet the demand. This is a mistake. Increased facilities and a better knowledge of the requirements have enabled us to provide for prompt shipments.

This does not mean that it is advisable to wait until the last minute before placing your order. The same foresight used in ordering other supplies should be used in ordering Excelsior Pads to provide for possible railroad delays in transit.



The results obtained from the widespread use of the Standard Six Pad Pack during the 1922 season speak for themselves.

We Are Ready to Serve You Promptly

H. W. SELLE & COMPANY

1000 - 1020 North Halsted Street : CHICAGO, ILL.

NOTICE TO CRATE FATTENERS

Get More Rapid Gains

with

FUL-O-PEP

Fattening FEED

Ful-O-Pep Fattening Feed is a new and improved formula that will absorb just the right amount of milk to produce the most rapid gains. This feed will produce the best bleach and highest quality of flesh.

The high Oatmeal content insures the best appetite and digestion for broilers, fryers and roasters and produces that firm white fat and flesh that is so desirable on fowls.

Give Ful-O-Pep Fattening Feed a trial—you will be agreeably surprised with the better results.

The Quaker Oats Company

Poultry Feed Dept. N. P. B.

Address, Chicago, U. S. A.

The QUAKER OATS COMPANY, Poultry Service
Dept. 000, Address, Chicago, Ill.

Send me complete particulars and quantity prices on
FUL-O-PEP FATTENING FEED.

NAME.....

TOWN.....

STATE.....

**Fill Out
and Mail
Coupon**



A Cold Storage Warehouse
Where you obtain
Reasonable storage rates
Low insurance rates
Excellent railroad facilities
Centrally located
Prompt intelligent service

Located in the heart of Chicago, on main line tracks of the Pennsylvania Railroad, through line connection for points East, South and Southwest.

2,000,000 cubic feet of Cold Storage
Satisfaction

CALUMET REFRIGERATING CO.
Chicago, Illinois

JOHN T. BRADY, Vice-Pres't and General Mgr.

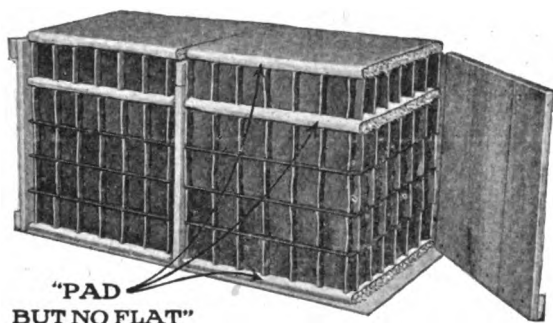
EXCELSIOR EGG CASE PADS

No Longer An Experiment

Improved Excelsior Egg Case Pads have now become as staple an article in egg packing as a set of new Standard Honeycomb Fillers or new Standard Egg Cases.

CARRIERS APPROVE

The railroad and express companies are now advocating a general use of Excelsior Pads, as their observations during the past season have convinced them that breakage can be practically eliminated through this method of packing.



PROPER USE

The results of the past season prove that when Pads are used, **six to the case**, as shown in above cut, breakage can be reduced to a minimum heretofore thought impossible. The saving of one egg covers the cost of the two additional pads under the top tiers and is the cheapest insurance against breakage you can buy.

IMPORTANT

The manufacturers' name and address should appear on each pad. All pads manufactured by us bear the following "trademark" and assure you of standard construction:



EXCELSIOR WRAPPER CO.

Grand Rapids, Mich.
Sheboygan, Wis.

Manufacturers

Chicago Office:
224 W. Kinzie Street

WRITE FOR IT

Every storer or shipper of eggs will be interested in the 1923 proposals which the United States Cold Storage Company and Kansas City Cold Storage & Warehouse Company have ready to present to the egg trade.

These proposals include features that are absolutely new, but, more than that—they are designed to be of the utmost benefit to shippers and storers of eggs.

These proposals are ready for mailing now, to members of the trade, and will be sent immediately if you request them, on your business letterhead.

UNITED STATES COLD STORAGE CO.
2101 West Pershing Road
Chicago, Illinois

The Traffic Service Department

OF THE

National Poultry, Butter and Egg Association

NOT CONDUCTED FOR PROFIT
AVAILABLE TO MEMBERS OF THE ASSOCIATION ONLY
NOMINAL MONTHLY CHARGES
SUPERVISED BY THE EXECUTIVE COMMITTEE
OPERATED BY TRAFFIC EXPERTS

The TRAFFIC SERVICE DEPARTMENT of The National Poultry, Butter and Egg Association AUDITS Freight and Expense Bills and PRESENTS CLAIMS for Overcharges—It advises concerning routes and QUOTES RATES. Presents claims for LOSS AND DAMAGE and recommends PREVENTIVE measures. Service includes RATE ADJUSTMENTS. In a word the Department was created for RELIEVING members of all their TRAFFIC TROUBLES and it is meeting with a large degree of success. Keeps members advised up to the minute concerning all rate and regulatory changes by means of SPECIAL BULLETINS.

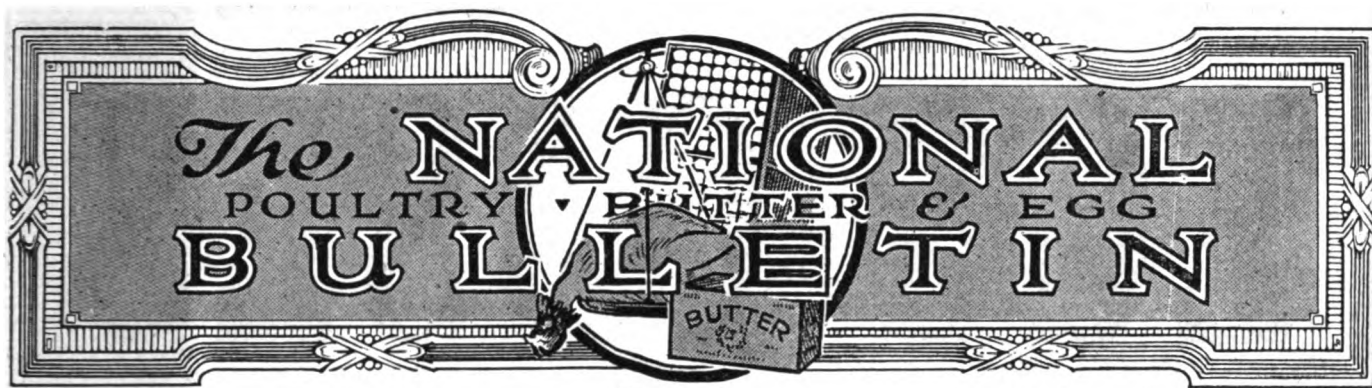
If in need of Traffic Service, make your wants known to any representative of the National Poultry, Butter and Egg Association, or mail inquiry to the Executive Offices, 208 North Wells Street, Chicago.

Application and sample contract mailed on request.

All matters treated with the utmost confidence.

JOIN NOW!

National Poultry, Butter & Egg Association



Vol. 7

CHICAGO, ILL., FEBRUARY, 1923

No. 5

Hearing on Egg Packing and Loading Rules

Consolidated Classification Committee Hears Views of Shippers—Compulsory and Exclusive Use of Six Excelsior Pads Meets With Serious Objections—
Piecemeal Method of Tinkering with Classification Rules
Criticised—Tests Conducted by A. R. A. Scored—
Immediate Revisions Not Looked For

At Chicago, on January 11, representatives of egg shippers and receivers appeared before the Consolidated Classification Committee and voiced their protests against some of the revisions of the egg packing and loading rules proposed by the carriers in Docket 13.

Those taking an active part in the proceedings for shippers and receivers were: Messrs. Scott of the Beatrice Creamery Company, McGivern & Gilbert of the Chicago Mercantile Exchange, Crow of Swift & Co., Erickson of Armour & Co., Redfearn of the Live Poultry and Dairy Shippers' Association, Lightfoot of the Missouri Association, and Jones of the National Poultry, Butter and Egg Association.

Those taking an active interest on behalf of the proposals were: Messrs. Mann, Frye, Greene and Meek.

Sitting as the Consolidated Classification Committee were Messrs. Smith, Fyfe and Dulaney, with Smith as chairman.

In addition to the foregoing representation, were the following: Messrs. Grant, Segur and Wilson; these gentlemen appeared in behalf of the Cushion-Locked Pad, the Tite-Pack Filler, and the Security Filler.

Chairman Smith called the hearing to order, after which the executive secretary of the National Poultry, Butter and Egg Association made the following statement:

"The executive committee of the National Poultry, Butter and Egg Association debated for a long time as to whether it would take part in the hearing now before the committee, which has to do with certain proposals looking toward the revision of egg packing, loading, delivery and inspection rules as disclosed in the committee's Docket 13.

"The questions involved in this proceeding have been before the carriers, actively and intensively, since October, 1921.

"In October, 1921, they were before the Claim Prevention Department of the American Railway Association. As a result of that discussion, the *carriers* made certain proposals which were discussed by shippers and receivers

in January, 1922. As a result of this latter discussion, *shippers* and *receivers* made certain other proposals to the carriers and these became the subject of a conference between shippers, receivers and carriers in February, 1922, and growing out of this conference grew the hearing before the committee, in its Docket 11, which commenced at Chicago on July 10, 1922, and terminated at Atlantic City on July 20. At this hearing the proposals of both carriers and shippers, which emanated from the February conference above referred to, were gone into in the most elaborate detail so far as shippers and receivers were concerned, and when the hearings terminated at Atlantic City, it was generally understood by all concerned, through informal promises of carrier representatives, that the revision discussed and tacitly agreed upon, would be whipped into suitable language for classification rules by the carriers, after which the carriers would submit them to interested parties for constructive criticism 'late in August or early in September,' after which due publication would be made. This program, however, was never carried out by the carriers and they have not, up to the moment, submitted anything growing out of the July hearings; though in the meantime, shippers and receivers have stood in readiness to offer the proposed constructive criticisms. On the other hand, for reasons not yet disclosed, the carriers now bring out proposals in Docket 13. Whether this docket is in lieu of the other arrangement, I am unable to state. If it is, then it affords an opportunity from which all may profit and this has to do with the piecemeal methods followed in times past for the discussion of some of the most perplexing questions carried in the Consolidated Classification. In lieu of this piecemeal method, I suggest for your approval a conference where dairy agents, freight agents, freight claim agents, representatives of the law departments and the representatives now present, together with supply manufacturers and shippers and receivers may be in attendance and discuss all classification rules from *top to bottom*.

"The constant piecemeal tinkering with classification rules is a burden on both shipper and carrier, and a conference such as I have in mind will do more to clarify

EGG CASES

“Only One Kind—The Best”

Cottonwood stock, manufactured strictly under
railroad standard requirements

THIRTY-FIVE YEARS' experience in serving the Egg Case
Trade of the entire country has established
the symbol

A-T-Co.

As a standard for QUALITY in egg cases

“Quality Goods should be shipped in Quality Cases”

**“A REQUEST WILL BRING A QUOTATION”
AMPLE TRUNK LINE FACILITIES
PROMPT SHIPMENTS**

ANDERSON-TULLY COMPANY
Memphis, Tenn.

J. G. CHERRY CO., Cedar Rapids, Iowa, Peoria, Ill., St. Paul, Minn.
Sales Representatives

the situation than anything that has been done up to the moment.

"In October, 1922, I suggested practically the same thing and in making the suggestion, I stated in substance, that in the conference each interest would be at liberty to make the best fight for his interest he was capable of, but that after the conference, when the practice of compromises would commence, there should be nothing but the closest kind of co-operation because the public is growing tired of these constant contentions.

"The conference I have in mind should be set for a Saturday or Monday sometime during the month of February on a date and at a place to be determined at once. I urge such a conference at this time because it would be the means of ironing out those differences which can be ironed out only after conflicting interest confront each other.

"By these conflicts I do not mean alone those natural conflicts which will always be with us, as, for instance, between shipper and carrier or between one class and another class, but those conflicts of opinion which have arisen in the minds of men in the same class. For example, there are those in the *carrier* class who believe that if a certain shipper is loading his eggs by a certain method and if his eggs, after being so loaded, arrive at destination in good order and condition, that that shipped should not be compelled by any classification rule to load in any other manner; there are certain others in the *carrier* class who would compel that same shipper to load by the straight-joint system to the exclusion of any other method. Again, in my own class; there are those who would make the use of six excelsior pads, when used in connection with honeycomb fillers, exclusive and compulsory; there are others in this class who oppose this and would adhere to their own favorite methods.

"Again in the carrier class: there are those who believe that excelsior pads in sufficient quantity and at reasonable prices will always be available; there are others in the carrier class who believe quite the contrary, and, up to the moment, the manufacturers of the pads are non-committal.

"Again in my own class: there are those who say that eggs packed with six excelsior pads to the case will carry well in cold storage. There are others, quite as positive, who know that eggs so packed will not carry well in cold storage.

"Again in the carrier class: there are freight claim agents who, to all intents and purposes, ignore the operations of the inspection bureaus. There are other freight claim agents who are guided entirely by those Bureaus.

"In the face of this complex situation it could be stated that this committee would be justified in doing most anything it cared to do; but this would be illogical because it would be clearly acting without the proper foundation of fact and most of the facts required for intelligent action on the part of the committee are ascertainable.

"In addition to the internal conflicts above referred to, we have the natural barriers, and, for the sake of progress the hope is expressed that they will remain with us, but as time goes on will rest more securely on foundations of fact.

"As this hearing progresses, the conflicts I have in mind will become more apparent. For the people I represent, I would wish that the carriers would present at this hearing the data they have gathered on this subject since February, 1922, for the purpose of correlating it with the facts we shall present, but as this would be contrary to all established precedents, I do not hope for it, though I urge it.

"In making these suggestions, I would have the committee believe that they are made in the spirit of practical co-operation and to the end that the business of both carrier and shipper may be made more pleasant and profitable.

"For the orderly conduct of the hearing I present Mr. M. D. Lightfoot of Springfield, Mo., who will have charge of the further program of shippers."

After this statement and in answer to it the following discussion arose:

Mr. Smith: May I just say there, this conference with you gentlemen down at Atlantic City last July was a very pleasant conference. Now what we have in the docket is the result of what we supposed was tentatively agreed upon at that meeting. Now you criticise us for not giving a more general distribution of our findings.

I just have in mind, this is the *modus operandi* of the Classification Committee for many years. As far as these rules here, as to the suggestion of we representing the carriers and also the egg—the carriers have each appointed egg committees, and this represents their views.

I don't see how we could have gone about it any differently than we have, except to put our views up to you in a concrete way, the way the docket shows.

Mr. Jones: Assuming then that the object of the chairman is correct, then I will say that Docket No. 11 presented several subjects not included on the present docket, and no explanation made for their absence.

Mr. Smith: I think we have a *prima facie* case where the carriers require that the inspection made only be observed on the top row, and they have shown a requirement that excelsior must be on the top and bottom of it, it was *prima facie* unfair, and we did not want to be left in that position.

Mr. Jones: You so stated at the very first hearing we had in January. I took your word for that. You have done it. Much obliged. But we have here, for instance, something entirely new. You eliminate on page 32, Section 3, the note. That is something entirely new and very, very important.

Mr. Smith: Say that again.

Mr. Jones: Section 3, note 6, page 32.

Mr. Mann: That is necessary because of the change, an additional inspection allowed at New York.

Mr. Jones: By the way, this does not apply to New York entirely. It covers the whole country. It is one of the foundations for subsequent rules.

Mr. Mann: Note 6 provides for a situation taken care of in another note. I have forgotten the number. Section 2.

Mr. Jones: You are eliminating all of Section 3 on page 32, under Note 6.

Mr. Mann: Yes, because the additional inspection permitted takes the place of that.

Mr. Jones: Where? At Chicago? You are operating under the section. This proposed elimination applies only to New York? It applies everywhere.

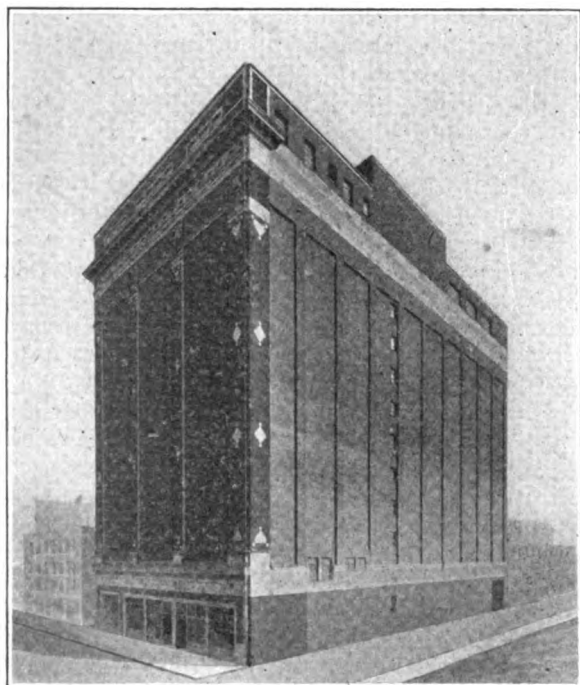
Mr. Mann: Then the elimination would apply only to New York, if the additional inspection applies there; there is no question about that.

Mr. Jones: It is the gravest question in the world. The history of this proceeding is—this whole rule rests upon the fair proposition of the carriers to permit us an inspection at other places than in the car.

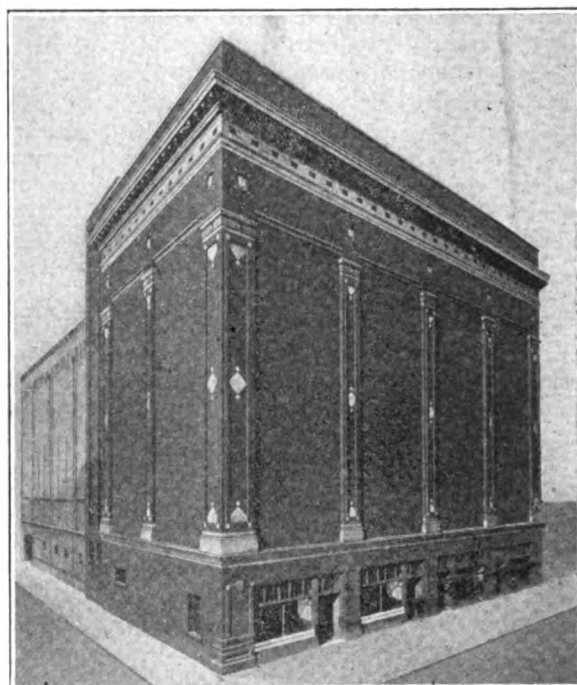
Mr. Mann: Now, Mr. Jones, at Atlantic City you asked for, I understood, some rule to be framed to permit of an inspection at the store where an inspection is not allowed at the dock in New York.

Mr. Jones: An entirely separate and distinct proposition.

Store Your Eggs Where They Are Consumed



Cold Storage Warehouse "E"



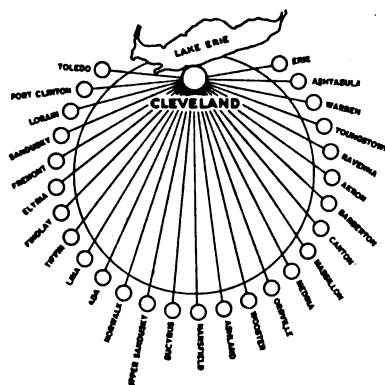
Cold Storage Warehouses "C & D"

CITIES WE SERVE

**We Serve Two Million
People.**

Cleveland is a Great Growing Market.

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Our Facilities are the Best

We carry our freezers at
zero and below.

The Sheriff Street Market & Storage Co.

Homer McDaniel, Mgr.

CLEVELAND, OHIO

Capacity 5,000,000 Cubic Feet

Mr. Mann: If that is allowed, then this Note 6 should be eliminated. It takes the place of it.

Mr. Lightfoot: I don't believe they should have taken in there or mentioned Note 6. It is the entire elimination of Section 3.

Mr. Mann: What is that?

Mr. Lightfoot: The entire elimination of Section 3 of the old classification. You just may eliminate Section 3.

Mr. Erickson: That is a general rule that applies everywhere.

Mr. Crow: You mention that very clearly on the loading, page 31, under Section 2: "Applicable at other points than Boston and New York," and follow it, come down to Section 3—

Mr. Mann: Which one are you referring to?

Mr. Crow: Section 3, as you propose. Turn to page 32, refer to Section 3 as it is. It applies all over the country.

Mr. Erickson: That is at the words "Storage warehouses or packing plants."

Mr. Mann: No, that does not apply all over the country as I understand it; applies only to New York, because at other points you had the right to make the inspections—

Mr. Lightfoot: You mean Section 3, does not apply nation-wide? It certainly does, and we have that in even our small packing plants at concentrating points.

Mr. Mann: All right, if it does. This Note 6, Section 3, was put in there in the place of the additional inspection permitted at New York.

Mr. Lightfoot: And Boston.

Mr. Mann: That is the reason why; that is the only reason.

Mr. Lightfoot: When you put Note 6 in there to apply to New York and Boston, you have eliminated one of the fundamentals that applies to the entire United States.

Mr. Mann: That is applicable at Boston and New York harbor points.

* * * * *

Mr. Lightfoot: In order that we may get that, and not be thinking of different things, suppose Note 3 is read in its entirety. . . . Section 3 says: "Where the carrier determines that space at the carrier's station"—does not say at New York or Boston, but at the carrier's station, "does not admit of the examination there of a given shipment which requires inspection, the consignee—"

Mr. Mann: That can be taken care of by striking out the words "eliminate Section 3."

Mr. Lightfoot: That is perfectly all right.

Mr. Smith: As Mr. Mann says, when we made the new provision for inspection at New York, we knocked that out because we thought it was superfluous.

Mr. Mann: We did not intend to eliminate that all over the country.

* * * * *

Mr. Smith: We slipped a cog there.

Mr. Mann: It should apply. There is a mistake.

* * * * *

Mr. Lightfoot: I would suggest you could correct the proposition by striking out the words "eliminate Section 3" and let Section 3 stand the way it is.

Mr. Fyfe: I have already made that memorandum.

Mr. Lightfoot was then recognized by Chairman Smith, and he proceeded to discuss the proposals (from a program previously prepared) in the order in which they appeared on the docket. Each proposal was the occasion for separate discussion. For the sake of brevity, the discussions, for the most part, will be omitted

from this history of the proceeding:—the proposals and an abstract of the points raised, however, follow:

Proposal—Note 4—Paragraph (a)

Note 4—All fillers and mats must show the name of the manufacturer and must comply with the following requirements:

"(a) All flat dividing boards and honeycomb fillers must be of wood pulpboard or hard calendared strawboard weighing not less than three and one-half pounds to the set of ten fillers and ten dividing boards, all to be of sufficient size to fill the compartments to prevent shifting."

Points Discussed

No objection is made to the trade-marking of fillers and mats, providing the rule will be enforced on all alike. Reasonable time, however, should be granted by the carriers to permit shippers to exhaust the supply of fillers and mats they may have on hand.

At the conference in January, shippers and receivers favored the branding of fillers and mats by manufacturers, but objected to the incorporation of the rule in the classification because of the penalties that would attach to the shipper by reason of the manufacturer's inability to mark his product.

Inasmuch as manufacturers were present at the hearing of your committee at Chicago on July the 11th, and inasmuch as shippers again objected to the incorporation of the rule in the classification, and inasmuch as manufacturers were present at this hearing, and made no objections, thereby assuming such liabilities as will attach to them if this requirement becomes effective, we will advance no further objections at this time, and the matter is left to the good judgment of the carriers.

This proposal provides that ten fillers and ten dividing boards must weigh three and one-half pounds; the present rule provides that ten fillers and *twelve* dividing boards must weigh three and one-half pounds. This is evidently an error, as the present weight of standard flats and fillers seems to be satisfactory. If this is not the fact, then shippers are interested in knowing whether the proposed change will increase costs to them.

(The committee stated that an error had been committed.)

Proposal—Note 4—Paragraph (b)

"(b) Standard packing mats must be placed at the bottom and top and under top filler of each compartment, and must be not less than eleven and one-half inches square, made of excelsior, uniformly distributed, covered with paper having a resistance of not less than twenty-three pounds per square inch, Mullen test, having been compressed not less than nineteen inches for each fifty mats and weighing not less than two hundred and fifty pounds per thousand mats, no individual mat to weigh less than three and one-half ounces. A flat dividing board must not be used where mats are applied: or

"(c) Safety cushion flats with thirty-six molded rings made of compressed pulp not less than eleven and one-half inches square, each weighing not less than one ounce. Such flats must be used to pack a thirty-dozen standard case composed of ten fillers. In each compartment two inverted flats must be used as a cushion at the bottom and one inverted flat at the top."

Points Discussed

Shippers insist that more than one method for packing eggs in honeycomb fillers must be permitted, and because loose excelsior is available they insist that the use of loose excelsior should remain in the classification.

Investigations carried on by various persons disclose that the exclusive and compulsory use of six pads when used in connection with honeycomb fillers is objectionable, and among the objections disclosed are the following:

HOW TO FEED

COMBS' LIQUID BUTTERMILK WITH ADDED LACTIC ACID:

When Poultry first arrives in your house see that it gets "No Feed" for the first day, but plenty of fresh drinking water to which has been added one part "*Combs' Liquid Buttermilk with Lactic Acid*" to 50 parts water. *Figured down to a small quantity, this means Five (5) Tablespoonfuls of Combs' Buttermilk to each gallon of fresh water, or one Gallon of Combs' Buttermilk to 50 Gallons of water.* This acts as a perfect Tonic, Cleanses the Digestive Tract of all dead and diseased matter and puts your birds in ideal condition to go into the feeding station or live car.

"Lactic Acid" is a Natural Tonic from which there is no danger of "Burning out" or injuring the birds, as is the case where Tonics containing Citric Acid, Sulphuric Acid, Hydrochloric or other Mineral Acids are used. Any Tonic that will eat up Galvanized Iron troughs is dangerous in the hands of inexperienced feeders.

Always stir contents of barrel thoroughly.

FEEDING STATIONS:

"Combs' Liquid Buttermilk" with "Added Lactic Acid" is used by adding One Gallon to each 50 Gallons of water that is used for moistening feeds or for watering poultry.

Dry Buttermilk: To each 50 Gallons of water used to moisten feeds containing Dry Buttermilk, add Two (2) quarts of "*Combs' Liquid Buttermilk with Added Lactic Acid.*" This amount will supply necessary amount of "Lactic Acid" largely lacking in most all Dry Buttermilk.

BUTTERMILK SOLIDS: To each 50 Gallons diluted mixture of Buttermilk Solids, add Two (2) quarts of "*Combs' Liquid Buttermilk*" with Added Lactic Acid to supply the proper amount of Lactic Acid. This should improve the quality of the milk and bring the Acidity up to near Standard.

FRESH CREAMERY BUTTERMILK: To each 50 Gallons of Fresh Creamery Buttermilk add Two (2) quarts of "*Combs' Buttermilk with added Lactic Acid,*" as most Creameries neutralize their Cream before Churning, and most all Creamery Buttermilk lacks the proper amount of "Lactic Acid." The addition of "Combs' Buttermilk" supplies this vital ingredient.

For Use in Cars of Live Poultry in Transit:

Add about 3 quarts of "Combs' Liquid Buttermilk" with added "Lactic Acid" to about 40 Gallons of water used for moistening feeds, also add "Combs' Buttermilk" to all water given poultry as a drink from the time car is loaded until unloaded.

This acts not only as a Natural "Tonic and Appetizer," but precludes all danger of "Burning Out" and throwing birds "Off their feed" as the "Lactic Acid" soothes instead of "Irritating" the digestive tract, having largely the same medicinal effect upon the fowl as Buttermilk has upon man. For full particulars, prices, etc., write,

R. C. COMBS, President

MILK PRODUCTS COMPANY

Twenty-First and Broadway

Kansas City, Mo.

(1) That eggs so packed will not carry well in cold storage.

(2) That it is extremely improbable that six pads may be used for hot-weather shipping.

(3) That eggs so packed are very slow to be cooled in transit.

(4) That pad manufacturers are not equipped to supply the enormous number of pads that would be required to so pack the eggs of commerce.

(5) That pads are not at all times available nor available in all places.

(6) That the demand for pads created by the proposed rule, coupled with the short supply, would unduly enhance the price of pads to the shipper, thereby creating an unreasonable burden on him.

(7) That the inability of the shipper to procure pads would cause him to pay penalty ratings.

(8) That if the shipper would not pay the penalty ratings, then he would be compelled to use other means of transportation than the railroad carriers, and this would result in *less revenue to such carriers*. In considering this proposition, the carriers must take notice of the increased use of trucks for the handling of farm produce. In fact, the truck, as an instrumentality of commerce, must be considered by the carriers by rail in all of its discussions on the subjects of this hearing.

(9) At this point inquiry is made as to why this proposal would compel the use of a pad under the top layer of eggs instead of under any other layer in the case.

(10) In considering the pad question, carriers must also take into consideration present railroad conditions in connection with the ability of the carriers to transport, within a reasonable time, the pads required by the proposed rule, to the widely scattered shipping centers. During recent months carriers have failed to transport poultry house supplies within reasonable time.

(11) The carlot movement of pads from the manufacturer to the shipper is confined to the larger shippers. There is a big movement of less than carlot shipments of eggs. These smaller shippers do not buy their pads in carlots, but in a smaller way, through jobbers. These smaller shippers will require pads in small quantities and often, because they have no warehousing facilities. Moreover, the small shipper is always entirely dependent upon the prompt filling of his orders by the manufacturer or jobber and the prompt delivery by the carriers.

(12) California shippers, in a telegram dated January 9, 1923, addressed to the National Poultry, Butter and Egg Association, state as follows:

"Please protest on behalf of the members of the San Francisco Wholesale Dairy Produce Exchange, the compulsory use of six pads, as our pads are too bulky. Also protest the elimination of flats next to pads as experience proves necessity of flats between pads and eggs for prevention of mold."

Since the hearing of July, certain devices have come on the market which users claim have great merit. Reference is made to the Cushion-Locked Pad manufactured by Jesse R. Grant, the Tite-Pack Filler, manufactured by Mr. Segur, and the Security Filler, manufactured by Mr. Wilson. These devices are used in connection with honeycomb fillers and the carriers should make an exception in the classification which would permit of the use of these devices without the additional use of pads. It is claimed by the manufacturers of these devices that egg breakage may be prevented to a very great extent by the use of these devices and *loose excelsior*.

At this stage of the proceedings, Mr. Lightfoot called on Frank A. Crow of Swift & Co., who presented the following:

Mr. Crow's Statement.

"We want you gentlemen to know that this method of piecemeal legislation is very unsatisfactory, that is, if there is to be a change, you ought to docket all of egg rules. Mr. Frye and Mr. Green and the rest of these gentlemen of the committee recommending these changes to you, know of the unsettled condition today in the matter of disposing of egg claims. Taking the language applied in the rule, they know that the Freight Claim Agents' Association are not of the same mind as they are in the matter of treating with claims upon the merits of claims and that is one of the embarrassing features this docket brings out insofar as we are concerned because we thought that in accordance with agreement had early in 1922, that before this matter was ever again docketed for final discussion with your body, that the shippers and the carriers would get together in an effort to draw up rules that would be almost entirely fool-proof, and we are really disappointed in that we did not again have the opportunity of meeting the members of the A. R. A. Committee in an effort to bring about that very condition.

"We endorse any movement that will positively reduce the loss and waste insofar as any commodity is concerned, but more particularly so of food products.

"There is no question but that the only sane way to eradicate losses in the handling by freight of any and all commodities is to start on the inside of the package in order that you may be sure that it is prepared in such a way that will make it safe for handling under any reasonable condition of transportation. This is more particularly true of the very fragile commodity that we consider here. We are positively certain that the many options that have thus far been held open by carriers as correct mediums of standard egg case packing have done much to breed trouble and multiply losses in the handling of the commodity.

"We are very much in favor of any policy that leads to standardization and especially feel keen toward the standardization on eggs in standard cases.

"We have, however, made a considerable survey of the proposal here that as one of *four* standard methods which we will have on optional grounds in the matter of preparing eggs, is that if we choose the honeycomb filler and flat method, we must use six excelsior pads (of certain specifications) to each case.

"We wish to vigorously protest this action and implore you gentlemen to give the subject the utmost in the way of consideration, before you go so far as to vote for the adoption of this as the one method of buffing eggs with the honeycomb fillers and flats employed.

"In offering this protest, we are prepared to make what we believe is a very big step in the proper handling of eggs in standard cases. We are willing at this time to agree with you upon the elimination of everything in Section B, Note 4, page 153, Consolidated Classification No. 3, with the exception of excelsior loose or excelsior pads, but we feel that we must insist upon the option of these two methods in the handling of eggs in standard cases where honeycomb fillers and flats are used.

"We are not positive that the excelsior pad, top and bottom is the best method of buffing eggs. In fact, we are prepared to show you here just what we have done during the past two years on the eggs moving to Chicago and other points for storage and *we want you to notice particularly that the figures that we give you apply to shipments of eggs in standard cases where only two excelsior pads were applied at the bottom (one in each section) of each case with loose excelsior strewn over the top of each section of each case to the thickness of one-half inch as per the classification basis.*

"At Chicago alone, we want to give you the results of our handling for the years 1917 to 1922, inclusive:

WHAT DO YOU KNOW ABOUT CONVENTIONS ?

If you are one of the many who appreciate a genuine convention we know you will meet with us this spring.

We are spending money for this advertisement to say to the few who are not members of our Association, that we still have some space on our roster to enter names of new members, and we will have room enough at our annual meeting for you to meet the most progressive and responsible bunch of shippers located in the best producing State in the Union, excelling the best you have met anytime, anywhere.

Our Conventions are for members and their guests. Ask for application blank if you do not belong.

Twenty-Ninth Annual Meeting and Convention
New Savery Hotel, Des Moines, Iowa
March 7 and 8, 1923

Iowa Wholesale Egg, Butter and Poultry Dealers Ass'n

EXECUTIVE COMMITTEE

C. H. WILSON, President Perry
F. L. LOOMIS, Vice-President Fort Dodge
M. A. HAGENSICK, Sec'y-Treas. . . . Des Moines
J. A. SHANNON, Iowa Falls
H. O. DEAN, Spirit Lake
R. B. JACKSON, Newton
W. S. REISTER, Washington
O. L. COPELAND, Lennox

Iowa! The Produce Producer

Year	No of Cars	No. of Cars Damaged	Per Cent of Cars Damaged
1917	259	103	40
1918	126	87	69
1919	127	41	32
1920	264	80	30
1921	119	23	19.3
1922	390	49	7.9

"We have also compiled the following data in regard to damaged cars received at 3 houses, during the years 1921 and 1922:

	1921			1922		
	Total Cars Rec.	Total Damaged	Per Cent Damage	Total Cars Rec.	Total Damaged	Per Cent Damage
Cold Storage						
Chicago	450	150*	33 $\frac{1}{3}$	500	100*	20
U. S.	114	36	21	42	12	28 $\frac{1}{2}$
Central	575	..	..	1000	..	..

*Approximately:

"Note if you please, the improvement since the year of 1918 where 69% of our cars at the Illinois Cold Storage of the Stock Yards were damaged, down to 1922 when out of a total of 390 cars we only had 49 damaged cars, or a total of 7.9% of the movement.

"We are quite positive that you cannot here today, submit to us, (and the figures of other houses in the city of Chicago where six pads were used almost exclusively, speak for themselves) any movement of eggs that will show up quite so well as the figures we hereby tender you for consideration. We are positive they will not, and this goes to show that what we have said about the preparation of the inside of the package, is not all that eliminates the damage in the handling of this very fragile commodity. In fact, we know of no one who has given so much specialization to the wood buffing idea of taking up the play in the carload of eggs, as Swift & Company and a few years ago, we were laughed at by some of the representatives present here today because we merely suggested that that was the only safe and sane way of buffing eggs in carload lots. There is no one that uses straw buffing in the country today that can take up the play quite as well as we can and hold the load equally as rigid without the use of the wood buffing along the lines we apply it. Our practical experience teaches that no one can tamp straw quite so tight as will bring about the results that we obtain, hence, I want to repeat that it is not altogether the pads on the inside of the case that you gentlemen must consider, but it is the carload preparation of eggs in standard cases. However, following out our policies on standardization, we are quite willing here today, to go along with you on an optional basis of either the excelsior loose or the excelsior pads, four in number, two at the bottom and two at the top of the case, but we surely do not want to be nailed down to the one method of excelsior pads, whether it be four or six, it makes no difference, and to that end, we point out that you gentlemen must give consideration to some of the phases that surround the use of this exclusive method of buffing.

"We are prepared to talk to you on four cardinal points which at this time should be controlling in guiding you upon this measure of legislation. If you rule in tariff form that we must use six pads, what study have you made of the retarded refrigeration to eggs will be in transit? What study have you made about the condition of eggs in storage where six pads are used? What study have you made about the supply of these excelsior pads adequate enough to take care of more than 50,000,000 cases of eggs a year? What study have you made about the competitive or marketing conditions or the cost of these pads where the law of supply and demand would prevail?

"We can assure you that we as practical people, have given it a great deal of study and we can discuss as you will, any one of these cardinal points with you and we know that you gentlemen, if they are thoroughly gone over, will clearly see the viewpoint that we have which is not controlled alone by the fact that we would be forced to an additional expenditure of \$50,000 per year.

"We are very much encouraged by the work of the American Railway Association at this time as compared with days gone by and feel very keenly in an appreciative way towards Messrs. Dunn, Mann, Green and Frye and their Committees. We don't, however, quite understand why these gentlemen have been sold so completely on six excelsior pads as the only method of buffing in so far as exclusive use of honeycomb fillers and flats. It is undoubtedly their experiment, we will say, but we don't feel that the six pad has shown up so wonderfully well, in fact, we are positive it has merely shifted the breakage from the top tier to the lower tiers, almost eliminated breakage in the top tier, but having in mind the basis of this work, we know a better way of buffing and that if you please is the *safety cushion flat* method and if it is just the matter of eliminating the breakage altogether, we don't see why these gentlemen should not recommend this method as an exclusive method because based on most severe tests conducted on several shipments by us, it is surely fool proof, but regardless of this or our feeling in the matter, we are not prepared today to ask you gentlemen to make that the exclusive method, because, or largely because, we know that the man that proposes to make the *safety cushion flats* could not supply the demand of the egg commerce of this country, and for that same reason, we know that these gentlemen that manufacture excelsior pads, can't hope to meet the situation having in mind that there will be more than 45,000,000 cases of eggs consumed in the cities of 2,500 and over this next year.

"We don't feel from the practical side of the egg trade that—buffing eggs where honeycomb fillers and flats are used has reached a point of perfection, but we do know that we are nearer the goal than we were at the time you gentlemen put the option in the Classification—Your people seem to feel that the goal has been reached, but there is a great deal of experiment necessary even now.—What about the improved types of honeycomb fillers? Two very prominent types, one of which tests seem to show that eggs may be packed with excelsior (loose) more successfully perhaps than with excelsior pads on regular honeycomb fillers and flats. Are we going to throw these high class experiments into the discard?

"Then, again, let us take up the volume of pads that would be required for the storage season of 1924. There are probably four pad manufacturers in the country and our investigation makes it reasonably certain that these companies could not meet the demand and I say *that advisedly*. The survey made through our department of commercial research indicates there will be in commerce in 1924 approximately 46,000,000 cases of eggs which in round figures would mean 276,000,000 pads, almost a million a day per year, 75% of which would be employed in March, April, May and June. It is clearly shown upon analysis of this statement that the margin of safety in making this pad method exclusive would be entirely too close under the present conditions.

"Another vital point is the distance of pad factories from egg shipping center. We must have the alternative use of excelsior because it is easier to get hold of and we believe you gentlemen will do well to give us this option. We certainly implore you to do so.

"We want to object to the removal of Section No. 3. This rule was put in there for the carriers' convenience more or less and is something that we positively should

Merchants Refrigerating Company

Unequaled facilities for the storage of

All kinds of Perishable Food Products

Warehouses of modern construction, low insurance, unexcelled locations and superior service

New York—17th Street and 10th Avenue. Warehouse in the West Washington Market District, on tracks of the New York Central Railroad.

Downtown Warehouses in the heart of the Produce Trade, convenient to all Railroad Terminals and Piers.

Jersey City—Warehouses have track connections with all Freight Lines

Newark —Warehouse adjacent to the Wholesale Market center.

Main Office: 161 Chambers St., New York, N. Y.

Edson Brothers

Established 1885

**Butter, Cheese
Eggs and
Poultry**

110-112 Dock Street
Philadelphia - Pennsylvania

PROMPTNESS

Sales—Returns—Quotations

On your shipments of

**Live and Dressed
POULTRY
BUTTER—EGGS**

Frank G. Heilman Co.

945-47 Fulton Market
CHICAGO

have. The carriers' facilities for the handling of this commodity are wholly inadequate and we certainly ought to have some method of getting together on it."

Concerning the elimination of cork shavings, cut straw, corrugated straw board and three-quarter-inch fillers—no objections are made.

Proposal—Note 4—Paragraph (e)

"(e) Eggs must be packed in fibreboard or pulp-board shipping carton fillers (cartons containing fillers constructed to prevent contact of eggs with ends or sides of cartons), each containing one dozen eggs, packed in standard egg cases or carriers with cushions as described in Note 4 (a) at bottom and top of each compartment."

Comment

Members of the 'National' appear not to be interested and make no comment.

Proposal—Note 6—Section 2

"Section 2—(a) Applicable at points other than Boston and New York:

"Upon arrival at destination of shipments of eggs in carload or less carload lots, consignee or his authorized representative shall have privilege, before eggs leave the possession of carrier and under supervision of carrier's representative, of inspecting twenty (20) cases in any carload, or of twenty-five per cent (25%), with a maximum of twenty (20) cases, of the cases of any less carload lot chosen by him, and of examining the contents thereof for the purpose of ascertaining whether such cases contain damaged eggs."

Discussion

The present rule in the Classification permits only of top layer inspections. The present proposal permits of inspection of the entire contents of the case. The proposal is manifestly better than the present rule and shippers agree to it, and in fact urge it.

Proposal—Note 6—Section 3

To eliminate the following Section from present Classification:

"Section 3. Where the carrier determines that space at the carrier's station does not admit of the examination there of a given shipment which requires inspection, the consignee shall be entitled to demand an examination of such shipment at his own warehouse. Upon demand made therefor at the time of delivery, even though space does so admit, the carrier may at its option elect to have the examination at the warehouse of the consignee or such other place as the two may agree. Such inspection shall be a joint inspection and shall be made within twenty-four (24) hours after delivery of the eggs by the carrier. The carrier shall have the right in such instances to mark the cases so delivered or examined for the purpose of identification. No cases shall be opened until both parties are present. However, where carload shipments are consigned to cold storage warehouses or packing plants, inspection may be made at such plants but only in presence of authorized representatives of carrier."

Discussion

The discussion on this subject is reported *verbatim* above.

Proposal—Note 7—Paragraph 1

"When eggs packed in cases or boxes are tendered for transportation in carloads, shippers shall be required to stow, brace and buff such carload shipments as hereinafter prescribed. When the shipper fails to comply, such shipments will be accepted and transported solely at shipper's or owner's risk of loss or damage, except when such loss or damage is caused by negligence of carrier."

Discussion

Here reference was made to the conferences of January and February, where shippers made the following proposal and asked that it be embodied in the Classification:

"In the absence of any notation to the contrary by the agent of the carrier at point of origin, a bill of lading bearing the notation that the eggs are either storage packed or rehandled and repacked and that car has been stowed and loaded according to the Consolidated Classification requirements, shall be accepted by the railroads as final evidence that the car was properly packed and loaded and no exception to the payment of any claims for damage in any such cars shall be taken on the ground of improper packing, stowing and bracing."

Proposal—Note 7

"Section 2. Load must be straight joint and a solid unit in the car fitting without play.

"Section 3. Cases should be loaded from side of car and not from ends.

"Section 4. To determine the amount of excess space, if any, and to arrange for the proper bracing of incomplete layers, and to determine the number of cases that can be loaded lengthwise of the car, first place a row of cases the entire length of car along the far side, then place a stack of cases one layer high across the end of the car to ascertain how many rows can be loaded. When the dimensions of the car are such that not more than seven or eight cases can be loaded across the car, the excess space must be taken up by loading the first layer flush against one side of car, alternating each layer.

"Section 5. The excess space, if any, may be left in the middle of car or it may be divided equally between the two ends.

"Section 6. Buffing to be used in excess space in center or ends of car must consist of straw, hay or excelsior and should be cut from bale in thickness equal to excess space and must extend to the height of the lading, or if used loose it must be rammed very tight. Wooden frames similar in construction to floor racks can also be used.

"Section 7. When the number of cases necessitates an incomplete layer, they must be braced in the following manner:

"The stack, or portion of a stack in front of the incomplete top layer must be raised two inches by use of a frame constructed of two pieces of 2x4 lumber held apart the width of an egg case with strips nailed across at each end."

Discussion

The discussion on this proposition was prolonged and several different views expressed. The Committee, after having heard as much on the subject as it could reasonably be expected to digest, brought the discussion to a close by inviting practical shippers to draft a rule to their own liking which it would give the most serious consideration to.

The objections directed against the proposal as written, briefly stated, were: Section 3 should be eliminated because shippers say that a straight-joint load may be properly accomplished by commencing the load at the car ends; that the cars being of greatly varying dimensions, the method outlined by the proposal is not practicable; the words "fitting without play" are just as objectionable as the words in the present rule which compel the straw to be "rammed so tight that the load cannot shift." "And a solid unit in the car," seems to be repugnant to Section 5, which would permit of the separation of the load into two units:

Section 5 of this note provides that the excess space may be left in the middle of the car or may be divided equally between the two ends. Heretofore the rule provided that the excess space could be divided equally between both ends of the car, or all in the middle of the car, or all at one end of the car. Concerning these matters shippers should be granted a certain discretion.

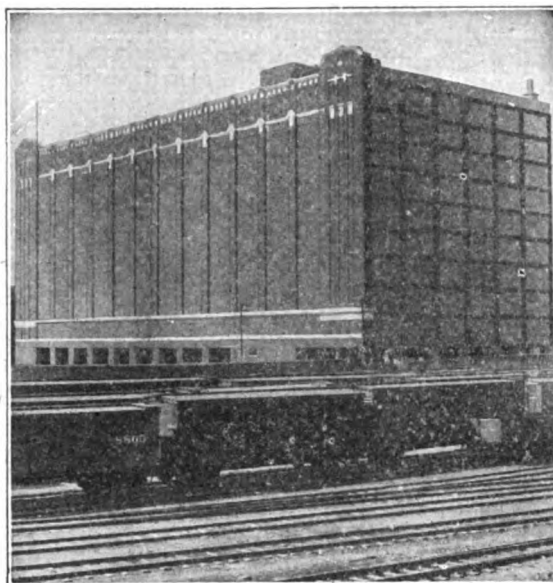
BUTTER AND EGGS

Store in Chicago's newest, most progressive cold storage warehouse

Merchants and shippers holding their goods in Chicago are not confined by freight charges to doing business in one locality. They have the pick of the entire market. Like Kings in checkers, they can jump both ways

The Fulton Market is as strategically located in Chicago as Chicago is in the country. To store in the Fulton Market is to begin with a great advantage

In the heart of the Fulton and Randolph Markets Close to South Water St., yet out of the congested Loop District



Take advantage of our Low Insurance, Liberal advances and Superior Service

Served by Penna. and C. M. & St. P. R. R., Direct connections with all railroads entering Chicago

Consign cars our care, C. M. & St. P. R. R., Morgan St. delivery

Free and U. S. Bonded

OUR SERVICE ELIMINATES COMPETITION

Fulton Market Cold Storage Company

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Fulton and Morgan Streets, CHICAGO

HARRY H. FIELD & CO.

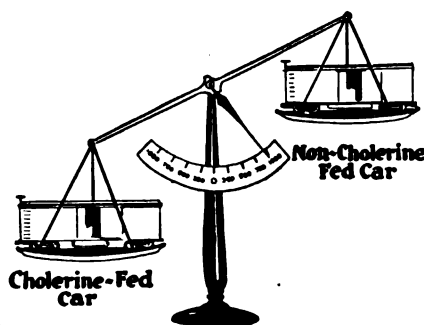
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CHICAGO

WE HANDLE EXCLUSIVELY THE OUTPUT OF THE

S. K. BRAND SCALDED POULTRY

It is the Finest



Fowls Weigh More
and Pay More with



The largest feeders and shippers are using Cholerine constantly. Here is one of the many testimonial letters:

"The more Cholerine we use, the better we like it, and would not be without it for our milk-feeding, or for live cars. We do not hesitate to recommend Cholerine."

(Signed) NAIVE-SPILLERS CO.

GERMO MANUFACTURING COMPANY : St. Louis, Mo.

Section 6 provides for the use of "wooden frames, similar in construction to floor racks." Users of private owned cars will have no trouble in complying with this provision, because those cars are equipped with floor racks. Shippers who do not use private owned cars have no such advantage and they should be permitted to use wood buifng in lieu of the "wooden frames" specified, unless, however, the carriers are willing to provide the frames.

Proposal—Note 6—Section 2—Paragraph (b)

This proposal concerned certain changes in the New York and Boston delivery and inspection rules. This may properly be left to the interests of those two cities to discuss with the Committee.

(The New York Committee appeared before the Consolidated Classification Committee on January 16th and under date of January 18th, Geo. E. Cutler of New York made the following report:

"Mr. Honigman, some days ago, called a confrence of the Egg and Traffic Committees for the consideration of the Dock and Delivery Rules for New York proposed by the Consolidated Classification Committee as a substitute for the amendments that we had advocated at the various conferences. It was agreed at this joint conference of the two committees that the rules would not properly work unless the railroads would release more than fifty cases, and unless, furthermore, they would not be so technical in their requirements as to the possession of the eggs already delivered by the consignees himself.

Subsequently Mr. Wetterau, Mr. Honigman and myself, the original committee of three, together with Mr. Underhill, who had been added to our committee for the hearing at 143 Liberty Street yesterday, met and decided that we would go before the hearing and again demand exactly what we had demanded at all the previous National conferences, including the final one at Atlantic City. This we did yesterday, agreeing, however, to two modifications. We insisted, first of all, that we should be allowed a joint inspection for concealed damage on any consignment of which a part had already been delivered so long as twenty-five per cent of that consignment was still in possession of the carrier. Secondly we demanded that this should apply on less carload shipments as well as carload lots.

You will remember that we had always expected that the railroads would wish to set up some minimum number or percentage of the consignment which could be jointly inspected with them for concealed damage, and we have felt that the shippers using the New York market would be adequately protected if the joint inspection for concealed damage was waived after more than seventy-five per cent of the consignment had been carted away from the docks.

We were promised yesterday that these two demands would be taken under careful consideration, and that we would be asked to come down again before the final decision as to the new classification was made. I suppose the intention is to increase the number of cases which the trade will be allowed to take from the dock, but to deny us the liberal policy that we are advocating. Possibly we may have to yield finally to a compromise, but we feel that in fighting for the above points we are doing the right thing for the country at large as well as for New York, and that we ought not to accept anything less than that without protest. I hope all this will meet with the approval of the trade at large.")

Not On the Docket

Several questions which were not on the docket were raised at the hearing, the principal one having to do with the Freight Claim Rules carried in the Classification.

The interpretation of these rules by the Inspection Bureaus was briefly discussed by Mr. Gilbert, representing the Chicago Mercantile Exchange. The Committee,

however, was not prepared to discuss the questions raised, and when this became apparent an informal proposal, on behalf of the Chicago Mercantile Exchange, to eliminate Section 7 of the Classification, was made with the understanding that a formal proposal would be made in the near future. The Committee gave assurances that on receipt of the formal proposal, by means of a letter or other writing, the subject would be docketed for hearing.

Conclusion

The suggestion was made that before the publication of any changes the Committee might have in mind, due notice should be given all interested parties with a view to securing constructive criticisms, and in ample time to call a conference of all interests, if that should be deemed expedient or necessary.

In answer to this suggestion, Chairman Smith stated that in view of the great progress that had been made at the hearing, he did not believe, at this time, that another conference is necessary. He stated: "I think we have got along splendidly," and that was the opinion of all those who attended the hearing.

INFERIOR FLATS AND FILLERS

Complaint having reached the Executive Offices of the 'National' that inferior flats and fillers were being used, it became necessary to circularize members in Kansas, Minnesota, North Dakota and South Dakota. For the benefit of all concerned, the circular is reproduced below. Members are urged to watch the matter closely:

WARNING!!

Official egg inspectors draw attention to the fact that "cars of eggs, chiefly from Kansas, although some are coming from Minnesota and the Dakotas, where the fillers are made of such faulty material that they (the inspectors) claim the flats and fillers become like blotting paper when in storage." The fillers "have no strength whatever, curl over at the edges and do not lend the proper protection to the eggs. There is going to be very serious objections when the storage season starts to their accepting eggs packed in such fillers."

In addition to the above trouble you will experience if you use inferior fillers, the railroads will penalize you by way of a higher freight rate. To get the lowest freight rate where you pack your eggs with honeycomb fillers and flats, such honeycomb fillers and flats must comply with the following specifications:

"All flat dividing boards and tray fillers must be of wood pulp board or hard calendered strawboard, weighing not less than three and one-half pounds to the set of ten trays and twelve dividing boards."

GET A GUARANTEE

To avoid the above troubles and others which will occur to you, you should make your purchasers of flats and fillers from reputable supply houses and have them guarantee to you that the flats and fillers they deliver to you will comply with railroad specifications.

If you have already had trouble from the above causes, give me the name and address of the person from whom you purchased the flats and fillers which caused you trouble.

I am sending copies of this circular to the trades journals, the manufacturers of flats and fillers, the cold storage companies and the Secretaries of the State Associations who are members of this Association. This circular should be given the widest publicity in trade circles.

A little care on your part at this time will save you great losses.



THE WORLD'S STRONGEST EGG CASE FILLER

Insure the safe receipt of your eggs by packing them in Crescent Egg Case Fillers. The Crescent will withstand a dead weight of 525 lbs. and is the only filler made that will stand up under such a weight. The same design and material that enables it to withstand this unusual weight enables it to resist side pressures and thrusts.

Crescent Fillers are made of long-fibred straw in a special CP Filler factory at Coffeyville, Kansas. The strength is doubly assured by the long-fibred straw and the patented Security Lock with which they are provided. Write for free sample. Address

THE CREAMERY PACKAGE MFG. COMPANY

CHICAGO 61-67 W. Kinzie St.	KANSAS CITY, MO. 1208-10 W. 12th St.	113-15-17 S. 10th St. OMAHA, NEB.
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THE CRESCENT

WE BUY AND SELL

Butter, Eggs, Poultry, Cheese

Every Day

If you want to know what the Chicago Market is doing
ask for our "Special Service Daily Market Letter"

It covers spot and future market conditions of the
greatest produce market
in the world.

MERRILL & ELDREDGE

ESTABLISHED 1866

158-160-162 North Market Street, CHICAGO

THE NEED OF THE HOUR

Co-operative marketing received a large amount of attention at a recent four-day convention of the American Farm Bureau Federation held in Chicago.

The distribution of farm products from producer to consumer is of equal importance as an element of production with the raising of the crops on the farm. It is an industry that affords to our people a business opportunity for public service and remuneration equal to and, to many, of equal importance with the opportunity and service of agriculture. The two phases, although entirely inter-dependent, are separate and distinct, each requiring a special education, experience and qualification for its successful and truly serviceable pursuit.

In the phenomenally rapid growth of our population, the extension of productive areas, the development of distribution facilities and management, crudities have been inevitable. On the whole the efficiency of the development has been remarkable in meeting the rapidly expanding public need. When we compare the conditions of food maintenance of our people a hundred years ago, when a far larger part of them were farmers and the others supplied from nearby sources, with the present complex conditions arising from the relative magnitude of manufacturing industries and the spread of distribution necessities and functions to the limits of the nation in all directions, one can but be impressed with the general competency of the natural forces underlying so great a development coincident with the growth of the public need.

In this development uneconomical or wasteful methods have been as prevalent on the farms as in the field of distribution despite the fact that until comparatively recent years farming has received the advantage of scientific research and educational efforts by governmental agencies far in excess of any devoted to distribution methods and facilities, in which natural competition has been, as it must continue to be, the chief incentive to progress in economy of the methods and practices in vogue.

There is no doubt that distribution methods as well as farming methods are in many respects subject to improvement. Neither is there any doubt, we believe, that some of these improvements, and perhaps the chief among them, may be effected by co-operative effort on the part of producers. We refer here to the possibility of improvement in the assembling, standardization and packing of products which has an important part in the economy and directness of later distribution.

In the later distribution functions it is difficult to see how farmers' co-operative organizations can contribute to any general improvement as compared with the existing and freely competitive agencies. In any case the fittest will survive. The various specialized fundamental functions in distribution are essential and inevitable. So far as they may be taken up by co-operative organizations the latter must compete with individual or corporation services without any particular advantage. In fact in all departments of distribution from farm to consumer the co-operative organizations can gain an advantage only so far as they can effect real economies and improved service as compared with the best now available under individual establishments. And imaginary improvement, based upon fallacious conceptions as to the competency or incompetency of existing agencies will count for naught.

But individual agencies concerned in the assembling, packing and marketing of farm products cannot, in the march of progress, maintain their position if blind to, or callous to, the needs of improvement within their own province. If obvious need of reformed method is not supplied it will give the co-operative organization a true function, a supplanting power and the opportunity for establishment which will be much more difficult to compete with by individual agencies after the fact than in anticipation.

As intimated above we believe the weakest link in the chain of farm products distribution is in the present inadequacy and crudity of assembling, standardization and packing. It is in this field, because of existing faults and bad methods, that the farmers' co-operative organization will find its nearest to hand and most logical opportunity of successful establishment. In some fields of this character these associations have already affected very great improvements and advancement, so great, in fact, as to make it questionable that any independent and individual agency in this particular field can match it in respect to certain products.

It is becoming quite certain, we believe, that distribution agencies dealing directly with producers must provide for the whole industry the advantages of grading and standardization required for economical distribution or, ultimately, be driven from the field. In fact a similar attitude should be adopted by all agencies of distribution, but in most of these the natural forces of competition suffices as an effective incentive to economy.

Probably grading and standardization are the prime essentials of economical distribution. Co-operative organizations that start with these and establish also their own agencies of later distribution may be inclined to attribute to the latter a degree of apparent success due entirely to the former. The advantages of uniformity and reliability of packings may, in fact, cover up deficiencies in co-operative management of distribution agencies.

In the long run distribution is unquestionably competitive and uneconomical or wasteful practices will gradually be ground out. The process will, however, be hastened by the farmers' co-operative movement and the sooner individual agencies realize this and anticipate the needs and the opportunities to supply them the better will they be equipped to maintain their position.—*New York Produce Review and American Creamery.*

SEEK CHANGE IN LAW

Efforts to amend the egg cold storage law of the State of Minnesota were made by representatives of the trade and of cold storage warehouse representatives at a conference last week in the office of N. J. Holmberg, State Commissioner of Agriculture.

Cold storage men charge that there are many inequalities in the law, especially the one which places a tax on eggs put in storage in April and the tax becoming effective on May 1. Many producers protest against this provision, saying that those who do not place eggs in storage can easily evade the law, while those who commercialize their business by putting eggs in the proper channels are called upon to pay a large tax.

Mr. Holmberg stated that in his opinion there is considerable room for improvement and that he would favor a slight revision of the law.—*The Creamery Journal.*



The official organ of the National Poultry, Butter and Egg Association. Devoted to the interests of the Poultry, Butter, Egg and Cheese Shippers, Receivers and Storage Warehouse Men and associated interests of the United States, Canada and Cuba who are members of this Association.

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CHICAGO, FEBRUARY, 1923

"NATIONAL" INSPIRES CONFIDENCE

Minnesota Railroad and Warehouse Commission Not Afraid of the "National"

In these days when every 'interest' is fighting every other 'interest' for place—when the flag of the Jolly Roger, if not openly displayed in the open harbor, is easily discerned in the offing—when faction and petty jealousy destroy teamwork and suspicion hinders friendships, it is at least unusual and rarely heard of, for one class to so trust another class that the interests of an entire commonwealth are placed in the other's keeping, but that is exactly what the Railroad and Warehouse Commission of the State of Minnesota did very recently when it objected to the proposal of the carriers to make certain revisions to the "egg rules."

In that instance the Commission filed its brief with the Classification Committee and concluded it with the following:

"For the foregoing reasons and others which we believe will be presented to your committee by the National Poultry, Butter and Egg Association, the Minnesota Commission wishes to go on record as opposing the increased restrictions in the packing of eggs, and are willing to go on record at this time as endorsing whatever objections may be made by that organization through its Executive Secretary, H. F. Jones."

Today, such marks of confidence are rare even among those in the same walks of life, and the hope is expressed that they will become more frequent as complexities in our national life continue to multiply.

The Executive Committee of the National Poultry, Butter and Egg Association is grateful to the Minnesota Railroad and Warehouse Commission. It assumed the responsibility involved and will go through with it.

Now that the Minnesota Commission has uncovered the quality of confidence other agencies might well follow the example, because it is the practice of this quality which permits men to live in, and enjoy society.

"THE NEED OF THE HOUR"

In 1921, when Frank G. Urner, Editor of the New York Produce Review and American Creamery, and by common consent, the recognized teacher of this industry, editorially told shippers and receivers of dairy products and poultry and eggs that the entire distribution machinery was under fire, and how best that fire could be quenched, apparently little heed was paid to what he wrote, because the fire continues and today the flame of co-operative marketing by producers extends from the individual farm, into Boys' and Girls' Clubs, Women's Clubs, Farm Bureaus, politically powerful Farm Organizations, the White House*, Congress, and finally into the Statute Books.

Since early in 1921, Mr. Urner has studied the development of the movement and now, in one of the strongest editorials ever written on this subject by any writer for this industry, he points out to those "dealing directly with producers" that the "weakest link in the chain of farm products distribution is in the present inadequacy and crudity of assembling, standardization and packing," and that if the present agencies engaged in the distribution of farm products will strengthen this link, "the better they will be equipped to maintain their position."

On the other hand, if the present distribution agencies do not strengthen the link referred to by means "within their own province," such agencies "cannot, in the march of progress, maintain their position."

Mr. Urner further says "if obvious need of reformed method is not supplied, it will give the co-operative organizations a *true function*, a *supplanting power* and the *opportunity for establishment* which will be much more difficult to compete with by individual agencies *after* the fact, than in *anticipation*." (The italics are ours.)

The editorial referred to is reproduced in this issue of the 'Bulletin' under the caption "The Need of the Hour." Read it. Discuss it. Pass it along. Bring it up at the spring meetings. Eliminate the 'inadequacies' and 'crudities' and thus maintain "an industry that affords to our people a business opportunity for public service and remuneration equal to, and, to many, of equal importance with the opportunity and service of agriculture."

Note particularly the word "service"—public service. This is what the country demands all the way from the individual farm to Congress and back again.

Who will perform this service? Manifestly not the man who will not heed the teaching of Mr. Urner.

*Editor's Note—In his address to Congress on December 8, 1922, President Harding stated:

"There are necessary studies of great problems which Congress might well initiate. The wide spread between production costs and prices which consumers pay concerns every citizen of the Republic. It contributes very largely to the unrest in agriculture and must stand sponsor for much against which we inveigh in that familiar term—the high cost of living."

"No one doubts the excess is traceable to the levy of the middleman, but it would be unfair to charge him with all responsibility before we appraise what is exacted of him by our modern complex life. We have attacked the problem on one side by the promotion of co-operative buying. Admittedly, the consumer is much to blame himself, because of his prodigal expenditure and his exaction of service, but Government might well serve to point the way of narrowing the spread of price, especially between the production of food and its consumption."

STATED REFRIGERATION

How would you like to pay a Stated Refrigeration Charge on a car of eggs when the thermometer registers below zero and then on top of this charge have to go to the expense of lining the car with paper, put in false floors, pack with straw and all to *prevent freezing*? This is what you might have to do if you do not protest against the coming proposal of the carriers. Send in your protest now.

WARNING—INFERIOR FLATS AND FILLERS

Shippers are again warned concerning the use of inferior flats and fillers.

Eggs now coming out of storage disclose the facts recited in a circular issued by the Executive Offices on January 18, a copy of which is reproduced in this issue of the 'Bulletin.'

Just where the inferior flats and fillers came from has not yet been determined, as the investigation is not completed, but the moment it is determined, due publicity will be given.

In the meantime, shippers should examine the stock they now have on hand—weigh it, measure it and test it for strength—see that it is hard calendered. If it falls short of carrier specifications, and if it was purchased to comply with these specifications, send samples to the Executive Offices with information as to where it was purchased and the Executive Committee will take appropriate action.

A "penny wise and pound foolish" policy in the matter of purchasing supplies falls heaviest on the purchaser in the long run, and the foundation of all trouble that follows the use of inferior flats and fillers is naturally in his hands, because there are manufacturers who would no more think of putting out under-grade stuff, under the guise of *standard*, than they would think of cutting off their right hands. Every *standard* flat and filler you buy from them carries with them a guarantee based upon a reputation for honesty and fair dealing, and down at the last analysis the only thing a manufacturer of *standard* goods has to sell is himself.

When purchasing supplies, purchase only from manufacturers or jobbers of known reputation. Such manufacturer or jobber will stand back of everything he delivers to you.

DANIELS SPEAKS UP

In the 'Bulletin' for the month of January were several articles having to do with the education of school children which is being encouraged by the Executive Committee of the "National."

S. S. Daniels, Philadelphia, provided a part of the energy which moved the machinery of the Executive Committee. It became necessary to show Mr. Daniels what Chicago had done on the subject, and for this purpose he was "paged." Read what he says about the "National" and the city of Chicago:

"So long as I have been 'paged' to read certain articles in the January number of the 'Bulletin,' I have read them, but the 'paging' was scarcely necessary as I always read the 'Bulletin,' for it is a publication that interests me and is more than useful. It does an immense amount of good for the poultry, butter and egg trades—infinitely more good than the majority of those engaged in the industry knows or appreciates. And yet, how many of them give it their careful attention? How many of them read it and know what the great National Poultry, Butter and Egg Association is doing and what it is working for? How many in those businesses are not members of the Association only because they hate to spend \$25 a year? How many are there in the industry who are 'so blind that they will not see?' Does it not take money to get things done? Does not a big membership provide the money? If 'George' has got to do the work, why not at least give 'George' the influence of one's name and money to work with?

"Chicago has done well in the matter of education of the children as to the merits of cold storage. Other cities have not done it because the trade in those cities are

waiting for 'George to do it.' Chicago is an enterprising city. It does things. It doesn't wait for other cities to do them first. I have often in my travels, had occasion to speak of this quality in Chicago.

"And you speak the truth when you say there are many conventions EVERY DAY in Chicago. And why? Because as I have said above, Chicago is an enterprising city. It is a hustler and I wish there were more cities like it where business men will back up for all they are worth, the men who are working to accomplish things."

BUY THE MAN

In the early days of trucks A. H. Schweizer bought the best appearing bundle of junk that was ever assembled into one piece of motive machinery. It was the first truck used in the commission business in the city of Chicago. This truck came pretty close to putting Schweizer out of business. In this instance all that Schweizer got for his money was a so-called "truck."

In the course of a short time Schweizer needed another truck, but in this instance he was wiser, not because he knew anything about trucks, but because he knew about truck *trouble*.

When purchasing the second truck he went to the dealer and said: "I need another truck the worst kind of a way, but I will not buy another truck as long as I live. I investigated many of the truck manufacturers but have made no investigation whatever of the trucks they manufacture. I am now prepared to buy *you*, and pay cash. I do not know anything about your truck and I don't want to know anything about it. If this sounds good, name your price and send the truck out to 654 West Sixty-third Street, Chicago."

The dealer saw the point, took Schweizer's cash and delivered the truck. That was a good many years ago. Since then Schweizer has operated a fleet of trucks successfully and with much less than the average truck trouble. To do this he merely *bought the man* behind the truck.

Egg shippers will do well to follow Schweizer's plan—no use of wasting their time and money in weighing, measuring and otherwise investigating flats and fillers to see whether they come up to specifications. Merely investigate the manufacturer and buy *him*—that's all he's got to sell and he'll stand back of every flat and filler he delivers.

And one more word of caution: Fight shy of the hypnotic salesman who has something "just as good for less money."

SETTING THE STAGE FOR CO-OPERATIVE MARKETING

"The first effects of co-operative marketing by producers will fall heaviest on country shippers."

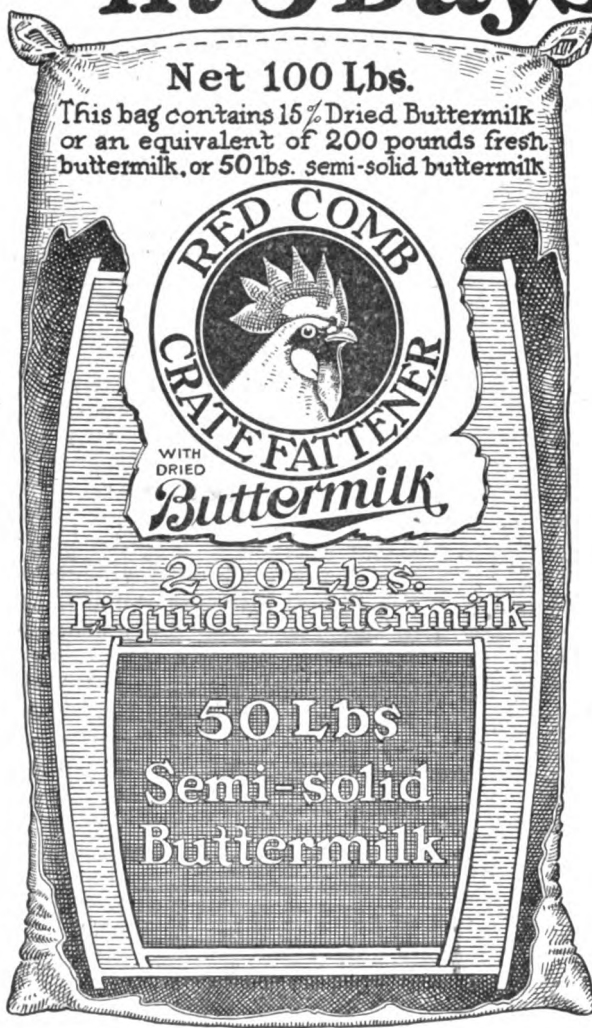
Co-operative marketing organizations, when they commence to operate, will have to do business in the consuming centers with comparative strangers. To overcome this phase of the matter they would have all commission merchants regulated by means of a license system conducted under the supervision of the Secretary of Agriculture.

H. R. 13771, introduced by Congressman Knutson, of Minnesota, is reproduced in this issue of the 'Bulletin'—it is a straw which indicates the direction of the wind.

The Summers Bills are also pending in Congress. Mr. Sherman of the Department of Agriculture explained these bills at the Spring Meetings a year ago and they were published in the 'Bulletin' at that time.

Country shippers must take note of these matters, as indicated in the 'Bulletin' for the month of January.

**Makes
10 Days Gain
In 5 Days**



Net 100 Lbs.
This bag contains 15% Dried Buttermilk
or an equivalent of 200 pounds fresh
buttermilk, or 50 lbs. semi-solid buttermilk

**RED COMB
CRATE FATTENER**

WITH DRIED
Buttermilk

**200 Lbs.
Liquid Buttermilk**

**50 Lbs
Semi-solid
Buttermilk**

Dilute rations produce slow gains
Concentrated rations quick gains
Gains are a question of nourishment, not time

We guarantee satisfaction

Hales & Hunter Co. Chicago, Ill.

HALES & HUNTER CO.
Chicago, Ill.

Please send me a sample of **RED COMB CRATE FATTENER** [WITH WITHOUT]
DRIED BUTTERMILK, and delivered prices.

NAME.....

ADDRESS.....

ANNUAL MEETING OF THE CANADIAN PRODUCE ASSOCIATION

**Business Sessions Well Attended—Attractions of
Hotel Lobby Growing—Speechless
Banquet a Feature.**

The eleventh annual convention of the Canadian Produce Association was held at King Edward Hotel, Toronto, Monday and Tuesday, January 8th and 9th. The registered attendance was 104. The business meetings were well attended, although not quite up to the average of other years, more of the members seeming to have business in the lobby of the hotel, like our own conventions, than usual.

The papers read, which covered pretty fully all phases of the activities of the association, were very interesting and well received. One by H. S. Johnston, Flavelles, Ltd., Lindsay, Ontario, regarding conditions of the egg market in Great Britain, was of particular interest to the Americans present.

The new officers for the coming year are:

W. A. Wilson, Regina, President.
H. S. Johnston, Lindsay, First Vice-President.
J. F. Fraser, Halifax, Second Vice-President.
R. S. Whyte, Toronto, Junior Past President.
James T. Madden, Toronto, Secretary-Treasurer.

Directors:

J. Skelly, Calgary.
H. C. Kersten, Winnipeg.
A. W. Bayman, Ottawa.
R. B. Colwell, Halifax.
A. Trudel, Montreal.
A. E. Silverwood, London, Ontario.
W. W. Moore, Vancouver.
C. M. Thacker, Montreal.
A. A. Pomeroy, Charlottetown.

The banquet was unusual in that there was no speakers' table and no speeches. The tables were set around the banquet hall two deep from the walls, leaving the balance of the space for dancing and entertainment. This innovation was very favorably commented upon by many of those present as tending to do away with the stiffness and formality that usually goes with so many trade banquets. The visiting ladies were well looked after with a program that included luncheons, theatre matinees, sight-seeing trips, etc.

The attendance from this side of the line was large and included Joseph C. Borden, president of the Chicago Mercantile Exchange; Clarence Cromer, first vice-president, and Messrs. Cossitt, Rowley, Mandeville, McTaggart, Garrett Shawhan, Eldredge, Eichen-green, Hammond, Moore, McNeill, Roberts, Darrough and Lally, all of Chicago. There were also present Lee Goss of Minneapolis and Cecil H. Marble, representative of the Lewis-Mears Company, Boston.

The next convention is to be held at Montreal, and the location no doubt will serve to bring out a large attendance.

The matter of compulsory inspection of eggs going into Canada from this side was referred to, and the general opinion seemed to be, among the members spoken to, that it had no beneficial effect and only served to delay the delivery of the eggs; which on a declining market is a rather serious matter for the buyer.

WHAT EFFECT HAS COMPULSORY GRADING AND INSPECTION HAD ON PRICE AND QUALITY OF CANADIAN EGGS?

By James T. Madden,
Secretary Canadian Produce Association

Mr. President and Members:

I have been asked to prepare and read a paper on the above topic. Why this should be assigned to your humble servant I cannot understand, unless it was a case of "leave it to George."

Now I am going to ask you not to expect too much.

All eggs are New Laid eggs when the hen leaves them, whether on the ground or in the nest and it is then that the duty of the Producer commences.

The first consideration is speed in getting them to the Consumer or into Cold Storage.

The second is that proper containers are used in getting them to the Consumer or Storage. Such containers should be of such construction as to prevent breakage or imparting foreign odors to the contents.

If these two conditions could be reached, the egg problem would be solved.

Now let us look at our first consideration. There are many causes that hold back or delay eggs in their progress to consumer or storage.

First and most important is, that the source of production from which 95% of the eggs marketed are received from the farmer who cultivates 100 to 150 acres of land, and producing eggs is just one of his many activities and a small one at that. He does not have the time to give it the attention it deserves, and in any case the average farm production is small and it does not pay him to make a special trip to market the eggs.

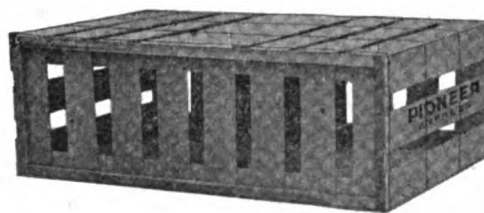
He markets them when he goes to the market for some other reason or combination of reasons.

Due to the small production per farm it does not pay wages in the large majority of districts to make a business of gathering eggs. Where eggs are gathered from farm to farm it is usually done by the general storekeeper who carries on his vehicle an assortment of goods to sell, taking eggs in payment or buying the eggs for cash.

It is a well known fact that a large part of the damage is done by the time the eggs complete the first stage of their journey to the consumer.

It would also appear obvious that until the hen population per square mile becomes sufficiently great to make it worth the farmer's while to give proper attention to his poultry, or to make it worth some one's time to go from farm to farm to gather the eggs, we will continue to receive stale and bad eggs and, generally speaking, the quality will improve as the hen population increases per square mile. Of course, extensive educational campaigns among the farmers would help.

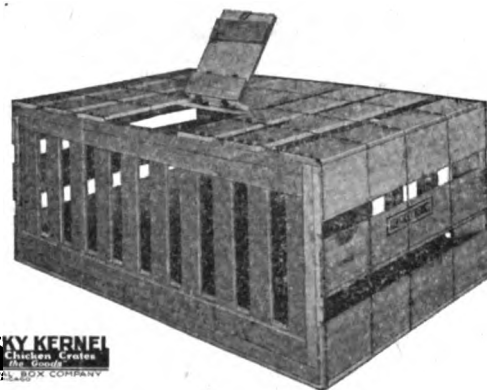
The next stage is from the storekeeper who buys the eggs from the farmer to the truck shipper or to the wholesale egg merchant in the large consuming centers. The storekeeper buys the eggs at so much a dozen, good, bad and indifferent, at one price. In fact, he could not do otherwise, he has not the technical knowledge necessary to grade eggs and if he had the knowledge, he could not practice it, as the bulk of the eggs are received on one day a week "market day," and he has not the time or help at his disposal to grade and pay on quality. The storekeeper is many times guilty of holding his eggs too long, especially on a rising market, causing further deterioration.



PIONEER
Express Poultry Crates
MADE BY GENERAL BOX COMPANY

Although light in weight and low in price the Pioneer Express can always be depended on to "deliver the goods" safely.

Made of tough veneer, of well balanced careful construction, and reinforced by strong steel wires, the Pioneer Express can be used and reused.



KENTUCKY KERNEL
Wire Reinforced Chicken Crates
MADE BY GENERAL BOX COMPANY

Note the unusually strong construction of the Kentucky Kernel, its reinforcement with steel wires of great tensile strength, its sturdy finished appearance.

Long, uninterrupted service is built into Kentucky Kernels—the aristocrat of all chicken crates.

You will like Kentucky Kernel. They offer real poultry crate economy.

Quickest possible deliveries on both the Pioneer Express and Kentucky Kernel. Seventeen plants, strategically located enable us to make shipments despite car shortage, freight congestion and embargoes. For more complete information write Department P-2.

GENERAL BOX CORPORATION
500 North Dearborn St.
CHICAGO

DECKO DOES IT DAILY

DECKO fed daily adds a pound of flesh at a cost of 4 to 7 cents for feeding. Would you buy poultry at 4 to 7 cents a lb. and resell at present market values? This is exactly what you achieve when you feed DECKO daily

One of the largest midwest shippers fed DECKO daily through September and October. The gains in weight ran from 10 to 25 per cent in 4 to 6 days feeding DECKO'S daily performance is what counts.

DECKO is the only Fattener that is tested every day of the year for standard quality. It is fed continuously to market fowls at our own plant and the results are checked up daily.

This is your Guarantee that DECKO is always of full strength, potency and quality. Feed DECKO daily.

Write or wire today for prices.

The Simmons Milling Co.

153 W. Water St.

CINCINNATI,

OHIO



The track shipper or wholesale egg merchant now receives the eggs. He only grades his eggs for shipment when they are packed for storage or when they are going outside the Province in one hundred case lots or more. The former because it is advisable to candle before storing, and the latter because the Government regulations say so. The wholesale egg dealer in the large consuming centers now receive the eggs and unless the eggs are bought already candled for storage, he must grade all the eggs he buys. It is necessary for him to do this in order to supply his customers with their requirements, and it matters not whether the eggs have undergone Government Inspection at point of shipment, they must be regraded at destination to eliminate breakage, etc. It will also be found that the eggs deteriorate in transit, particularly in hot weather and, in fact, a percentage of them will have so spoiled en route that they have fallen below the grade given at shipping point.

Grading for inter-provincial shipments takes time. The eggs must be candled and then await the arrival of the inspector to give them their grade and if the eggs do not pass the grade required, they must be regraded.

This grading, regrading and possibly another regrading, cause a decided deterioration of the eggs and the direct expense of this grading is not less than one cent per dozen plus the inspection expenses.

I know of no advantage of Government grading for inter-provincial shipments that could not be obtained without such grading and inspection.

Regrading for Export

There is a convenience in having standard grades to the buyer, but it cannot be said that you obtain more money for your eggs on account of this grading. It will be found that Canadian eggs for the British market are in the same comparative position now after five years of grading for export as they were before. United States eggs which are usually next lower in value to Canadian eggs on the British market, have, if anything, sold closer to the price of Canadian eggs than before grading took place, and from my experience are nearer the quality of Canadian eggs than ever before, due to improved methods of marketing and handling, and maybe also due to the increased density of the hen population in the United States.

Inspection for Import

This commenced this year and we have had considerable experience with it. Its net result to date is to raise in the estimation of the consumer, the quality of the United States egg. In fact, United States eggs of good quality are preferred in many cases, to ordinary Canadian eggs. This is due to the name of the country origin being marked on the case, and thereby correcting in the buyer's mind, the false idea that United States eggs were necessarily inferior to Canadian eggs.

The grading and inspection of eggs, according to Government standards with compulsory inspection to justify itself after five years, must show that it has either been the cause of higher prices to farmer or that the consumer has received better quality. If compulsory grading were abolished tomorrow, would less money be paid for Canadian eggs? Grading of eggs does not alter the quality or value except where the cost of grading may be added.

It is admitted by all who are familiar with the egg business that the egg wholesaler, the members of this Association, are handling the egg situation as well as it can be handled; that they are essential to the egg trade to receive the eggs as they arrive and to supply the consumer with his requirements according to his needs and purse.

My own opinion is that the strengthening and extension of this Association, with encouragement by the Gov-

ernment, that the most permanent good will be accomplished for the egg trade as a whole.

We are exceedingly glad to pay tribute to the industry which at times the Poultry Department of the Live Stock Branch displays and deplore the fact that like our railway systems, due to duplication of services, the farmer will receive less for his product or the consumer pay more.

It is time the Government realized that the marketing of farm products is being handled by men who can stand on their own feet and settle their own problems, and that the Government is not helping by shouldering the responsibility and problems which capable men will handle themselves and be stronger for it.

I cannot close without expressing the appreciation of our Association of the Live Stock Department efforts in the Advertising Campaign lately carried on in the newspapers to increase the consumption of eggs.

They Must Have Spent Some Money!

The artist made some beautiful pictures of grocery interiors and the dialogues were wonderfully simple. Did they get anywhere?

I just wish to draw your attention to this perfectly lovely streamer. "An egg a day."

I have been asked many times what it meant. Some people have told me that it was one of those things like "How Old Is Ann?" or "Why Does a Hen?" Others have said that a mistake was made in sending them out; that they were intended to be sent to the farmers to tack up in their hen houses.

THE CONDITION OF THE ENGLISH MARKET

By H. S. Johnson,
Flavelles Limited, Lindsay, Ont.

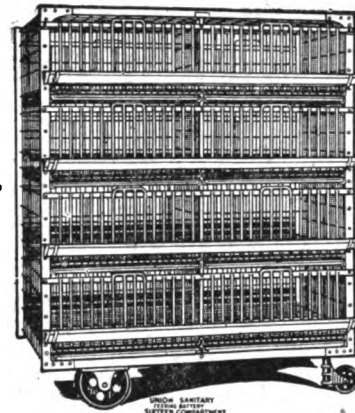
SUPPLIES—Prior to 1914 England depended almost entirely on imported eggs to supply her requirements—Irish, Danish, Russian and Egyptian eggs largely supplying her needs. Industrial conditions were good, or, at least, there was little unemployment, although wages were low. However, with the then low prices of eggs and bacon, and every laboring man employed, there was a tremendous consumption of eggs. It almost seemed that any quantity of eggs could be consumed if the price were at a popular figure.

The war almost entirely changed this. Russia was eliminated, and Egypt to a great extent. Canada and United States stepped in and shipped considerable quantities, but in comparison with the supplies cut off, our shipments were a bagatelle and prices soared to extremely high figures. The Englishman was then appealed to to increase home production as a patriotic duty, and to encourage this the Food Board left the price on eggs produced in the United Kingdom free, while the price of foreign eggs was controlled. This gave home production a wonderful start and large flocks of hens soon grew up.

During the latter years of the war, and since its close, seeing the profits to be made in the production of eggs with the then ruling prices, the Government encouraged returned soldiers to embark into chicken farming. It is difficult to get statistics as to the actual increase in production, but undoubtedly the increase has been a hundred, perhaps a thousand per cent over pre-war production.

In addition to this, the high prices attracted eggs from many outside countries besides Canada and United States. South Africa, which had been an importing country up to the middle or latter part of the war, commenced exporting. Australia and New Zealand, pleased with the success on the English market with her butter and cheese,

UNION
Sanitary
Feeding
Battery



Pat. May 30,
1911
Other Patents
Pending

Two Things You Need

Feeding Batteries and Cooling Racks

Feeding Batteries to fatten your young stock quickly; and Cooling Racks to get it to the market in the most profitable condition.

UNION Batteries and Racks contain many exclusive features. They are all-steel, heavily built, and will withstand the roughest handling. Fully galvanized throughout, rust proof and thoroughly cleanable with steam or hot water.

Shipped knockdown or set up. Every part is easily replaceable, keeping your equipment always in use and your investment always good.

All special features fully patented. You can obtain UNION advantages on no other rack.

Write for complete descriptive folder, state your needs and get our special proposition.

UNION STEEL PRODUCTS CO., Ltd.

130 N. Berrien St.
ALBION, MICHIGAN, U. S. A.

"IN UNION—STRENGTH"



UNION
Poultry
Cooling Rack
Universal Type
Bars

Pat. Aug. 18
1914

FEDERAL COLD STORAGE COMPANY

1800 N. BROADWAY :: ST. LOUIS, MO.

3,000,000 cubic feet of storage space

Special Egg Rooms

Four Large Freezer Rooms

Quick Access to Markets and Consuming Territory

Served by 24 Railroads

Shippers' Requirements Understood and Met

NO GRADES—NO RAILROAD CROSSINGS

The Insurance Rate of Eleven Cents indicates the modern and substantial construction

THE CENTER OF POPULATION

Is Just East

THE GEOGRAPHICAL CENTER

Is Just West

1891 **GALLAGHER BROTHERS** 1922

SPECIALIZING IN

BUTTER and EGGS

Car Lots or Less

One of Chicago's Largest Receivers and Distributors

Correspondence solicited

165 West South Water Street

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ESTABLISHED 38 YEARS

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EST TRADE
----SELL----

AYRSHIRE BRAND

WHOLEMILK
CREAMERY
BUTTER

Tubs—1lb. Prints— $\frac{1}{4}$ lb. Prints

H. C. Christians Company

116-18 W. Illinois St.

::

CHICAGO, ILLINOIS

Main Office and Factory, Johnson Creek, Wisconsin

became ambitious to supply her with eggs. The Argentine, ready to encourage mixed farming to a greater extent, also stepped in. China, with her unlimited supplies, got into the procession, and while serious objections were made at first to the use of Chinese eggs, the importations have grown to very large proportions; and while they are a small egg, they usually arrive in fairly good condition and every egg sold stops the sale of one other egg.

One of the largest English importers writes on December 1st, last:—"Supplies are plentiful, and in comparing arrivals of imported eggs for October and November of this year with the same period last year, it is interesting to note that European figures show an increase of nearly 100% over last year." The same party in his weekly circular of the same date makes quotations on the following eggs:

Prices as of Oct. 27, 1922

ENGLISH	28/	to	30/
IRISH	21/	to	24/
CANADIAN	20/	to	21/
AMERICAN	17/	to	18/
SOUTH AFRICAN	17/8	to	20/6
AUSTRALIAN	24/6	to	25/
ARGENTINE	17/6	to	18/6
DANISH-46's	24/	to	25/
DUTCH	24/	to	28/
FRENCH	20/	to	26/
ITALIAN (fresh)	23/ to 24/;	(stored) ..	19/ to 20/
MOROCCAN	14/	to	14/6
EGYPTIAN			
LITHUANIAN			
SYRIAN	According		
HUNGARIAN	to	14/	to 17/
POLISH, etc.	quality		

So much for the supplies, and from this you will see there is no shortage of supply on the British Market, even with the Russian production eliminated.

Now regarding PRICES: Canadian eggs have given very good satisfaction on the British Market, but do not let us imagine for a moment that they are the best eggs arriving there.

In the early years of the war Canadian eggs enjoyed a premium of about one shilling over States eggs. Unfortunately a large percentage of States eggs shipped at that time were not properly graded or packed—the result, States eggs in general suffered, and the differential in price grew to as much as three shillings, and in many cases even to four shillings, or about seven to nine cents per dozen. However, the shippers who then sent poor quality States eggs (either through ignorance of the requirements of the market or from other reasons) have largely been eliminated, and a very large percentage of States eggs now finding their way to the British Market are of exceptionally fine quality and very well selected and graded. This means that in future the premium paid for Canadian eggs over the price of Americans on the English market will gradually shrink.

Our position on the English market is rather an awkward one—our storage eggs come in competition on one hand with high-class strictly new laid eggs selling at from ten to twelve shillings higher than ours. On the other hand, small eggs such as Egyptian, Chinese and the Balkan States' eggs selling at from five to six shillings below ours, and States' at one to two shillings below ours. The first mentioned, being in good demand with those able to buy the best regardless of price. The Chinese, and other small eggs, are in good demand with the working man and those whose incomes force them to economize; and the States' eggs coming in direct competition with ours.

"Fatena" Produces QUALITY

A Feeder Writes —

ran as high as 60% gain.

Can also say that poultry fattened on Chicken Fatena is of the highest quality, and commands the highest market price, and on our poultry thus fattened, we have had highest compliments from receivers in New York.

"WE are pleased to report wonderful results on both chicks and fowls and have even gotten very satisfactory gains on old cox. We have one of the largest feeding stations in Indiana, with 300 steel batteries, with about 30,000 head capacity. We can only afford to feed such feed that will give maximum results. We feel that we can recommend your feed for this purpose."

More and better flesh at less cost per pound

It is because we actually increase the profits of our feeders that we continually receive such letters as this. Our field men, former Government Research experts, skilled in feeding and in cost accounting, will work right with you and your men to increase your profits. Don't miss this opportunity. Get this service without cost to you. Write for further information.

Feed from the Checkerboard Bag

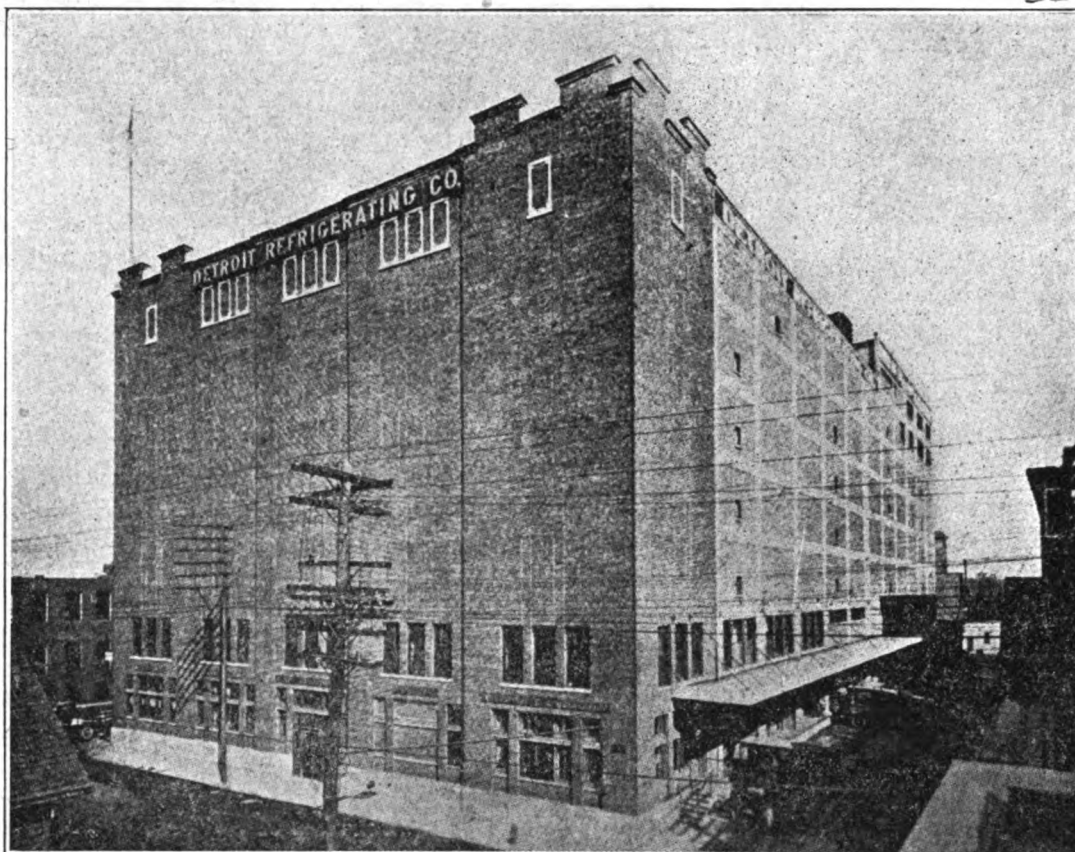
PURINA MILLS

987 Gratiot Street,
St. Louis, Mo.

Ft. Worth Nashville
Buffalo

*Special Checker Chops—
Ask about them*





We have something
attractive to offer

**BUTTER
EGG
and
CHEESE
STORERS**

Reasonable Rates
Low Insurance
Liberal Advances
Best Service
Best Point in U. S.
to Store
Best Railroad Fa-
cilities
Storage in Transit
Privileges
Don't Do a Thing
Until You See Us

**CAPACITY
2,500,000 cubic
feet**

DETROIT REFRIGERATING COMPANY : : Detroit, Mich.

We are now permanently located in Our New Modern up-to-date
Produce House at

1122-24 Fulton Market

Where we are fully equipped to handle

POULTRY—BUTTER—EGGS

THE PETER FOX SONS CO.
CHICAGO

ANNOUNCEMENT

We are now located in our new quarters at

953 FULTON MARKET

where we are fully equipped to render you the best service and prompt return on
your shipment of **BUTTER, EGGS and POULTRY.**

CANTWELL & GILLOGLY

Phone Haymarket 2092

953 Fulton Mkt., CHICAGO

On the British Market with a great many staple food-stuffs there is a popular price at which sales are quite large, but let prices advance and the consumption drops immediately. This was experienced this fall on Cheese. While the retail price on Cheese remained at a shilling a pound the consumption was good, but the moment it was raised to one shilling and two pence sales were cut in half. The popular priced egg during the past autumn was a two penny egg. Canadian eggs costing 18/ to 19/ cif. could not be sold to the consumer at two pence, and were therefore neglected. States' eggs costing 16/ to 17/, Chinese costing 12/ to 14/, Moroccan, Lithuanian, Styrian, Hungarian and Polish eggs costing 13/ to 16/ could be sold to the consumer at a good profit at two pence; hence, States' eggs met with relatively better reception than Canadians, resulting, as is well known by all exporters of eggs during the past season, in the demand for Canadian eggs being draggy throughout. One large merchant described the market very well by saying it was strong at both ends and weak in the middle.

Regarding the FUTURE: Unemployment continues and those in position to speak authoritatively tell us it has become a permanent condition for at least some years to come. Commercial conditions show little signs of improvement, and it would be folly to anticipate any better, or even as good a market as during the past season. Importers who contracted ahead for their fall requirements made no profits and, in many cases, actual losses this year, and they state most emphatically that they will not buy forward this coming season. Last April and May finest new laid English, Irish and Danish eggs were sold at 12/ to 14/ cif. Thousands of cases were put away in storage or pickled as low as 10/. Buyers predict that this coming spring will see these prices even lower still and the opinion expressed generally is that nearby supplies will be much larger this year as conditions become more normal.

Might we note here in passing that one of the chief factors against Irish eggs last year was the shocking losses sustained in handling them through delays in marketing. This trouble will be very largely eliminated this season as during the latter part of last season the Irish Government realized the benefits to be obtained through speeding up the movement and have made effective practically the same legislation this Association has been asking from our Government for about ten years back, namely, "Loss-off" legislation. The English importers were highly pleased with the results evidenced in the improved quality of the eggs, even in the short time it had been in effect.

In CONCLUSION might I emphasize, Canadian Eggs are in good repute in England—but, States' eggs are a close second, and with over one shilling difference will be considered better value. The purchasing power of the English market has been very seriously reduced—the available supplies will be larger than ever before. England is a world market, and if a place is to be found for Canadian Eggs, it will have to be at a figure several shillings lower than the price of this past year.

CANADIAN PRODUCE ASSOCIATION HEAD HONORED

W. A. Wilson, of Regina, Sask., President of the Canadian Produce Association, has been selected by the Canadian Federal Government to accompany Dairy Commissioner Rudnick to New Zealand to study dairy conditions.

ESTABLISHED 1894

*"When You Want the Coin—
Ship to Coyne."*

**FRESH EGGS WANTED
CREAMERY BUTTER
LIVE POULTRY**

Carlots or Less

Financial Responsibility Exceeds \$200,000.00

Coyne Brothers

Telephone Main 2835

**119 W. Southwater Street
CHICAGO**

EGGS

**BUYERS :: BROKERS
COMMISSION**

**BOWMAN & CO.
Inc.**

**WHOLESALE
DEALERS**

**136 West Lake Street
CHICAGO**

THE NATIONAL BANK of COMMERCE

OF CHICAGO

Formerly The National Produce Bank

For 15 years we have specialized in Produce Commission, Poultry, Butter and Egg accounts. Out of town merchants can obtain the best and quickest results by having their drafts routed thru this bank.

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H. B. AHRENSFELD.....Asst. Cashier
WM. F. GLEASON.....Asst. Cashier
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F. W. MORF,
C. H. Weaver & Co., Commission Merchants.
FREDERICK N. PEASE, Western Representative
Williams & Peters, Coal.
CLYDE T. HAYS, Treasurer
Beatrice Creamery Co.
THOS. C. BLAYNEY, President
Riverside State Bank, Riverside, Ill.
RALPH N. BALLOU, Cashier
EDWIN L. WAGNER, President.

Ralph Hurst & Co.

115 East Fourth Street
Kansas City, Mo.

Carlot Shippers of Eggs

ALL GRADES IN SEASON

We handle cars from MISSOURI,
KANSAS, NEBRASKA, OKLAHOMA,
ARKANSAS and TEXAS.

Wire for Prices.
We do not consign

CORDIAL RELATIONS

Canadian Produce Association Appreciates Its American Friends

At the annual convention of the Canadian Produce Association held early in January, a resolution, of which the following is a copy, was passed:

"Resolved, that we record our appreciation of the continued friendly feeling existing between the Membership of the National Poultry, Butter and Egg Association and our own, as evidenced by the presence of our American friends at our Convention now assembled and we heartily reciprocate the cordial friendly relationship so ably expressed by Mr. McNeill in his address yesterday as representative of the American Association."

A copy of the foregoing resolution was placed before the Executive Committee of the National Poultry, Butter and Egg Association at its meeting in Chicago on January 22. It makes grateful acknowledgement and genuinely reciprocates the feelings expressed.

The resolution was ordered placed with the records of the Association.

WEAR YOUR OLD TIRES TO DECATUR

Clarence Hatfield Quits the Produce Business

Clarence Hatfield, the popular Secretary of the Illinois Association, has quit the Produce Business and is now engaged in the wholesale and retail Automobile Tire and Battery business at 105-107 South Main Street, Decatur, Illinois.

When Mr. Hatfield called at the Executive Offices recently, he stated that the tire and battery business was good and all right, but that for "pep" and keeping a fellow on his toes, nothing in the world had the egg business beat.

When the writer suggested that through the 'Bulletin' he would tell all of Mr. Hatfield's old friends to wear their old tires to the Decatur meeting, Mr. Hatfield stated: "Tell 'em I'll treat them right."

Clarence always treated his friends right. That is why he is acting as Secretary this year—he did not want to throw a heavy burden on them without due notice.

NEW MEMBERS

Cantwell & Gillogly, 953 Fulton Mkt., Chicago, Ill.
(Butter, Eggs and Poultry.)
Erie Railroad Co., 1330 Transportation Bldg., Chicago, Ill.
(W. L. Kendall, General Dairy Agent.)
Lieberman Produce Co., 315 E. Grand Ave., Oklahoma City, Okla.
(Poultry and Eggs.)
Fort Worth Poultry and Egg Co., 1607 Commerce St., Fort Worth, Tex.
(Poultry and Eggs.)
Detroit Butter and Egg Co., 4301 Dequindre, Detroit, Mich.
(Butter and Eggs.)
Bentley Produce Co., 153 Monterey Ave., Detroit, Mich.
(Butter, Eggs, Cheese and Poultry.)
E. T. Durland Co., 904 Wrigley Bldg., Chicago, Ill.
(Egg Cases.)

STATE ASSOCIATION MEETINGS

The officers of the various State Associations have been busily engaged in preparing the programs for the Spring meetings. All of them have provided entertainment of the highest degree and are taking pains to have their business sessions as short and snappy as the various discussions will permit.

Oklahoma

The Oklahoma Poultry and Egg Association will hold its Fourth Annual Convention on the 14th and 15th of February at the Lee Huchins Hotel at Oklahoma City.

The officers have arranged an interesting program. Topics of interest concerning the produce business will be discussed.

C. O. Smith is President.

Ohio

The Annual Spring Convention of the Ohio Poultry, Butter and Egg Association will be held at the Chittenden Hotel at Columbus on February 26 and 27.

Hotel reservations can either be made with F. S. Jacoby, Secretary of the Association, or direct with the hotel. While the program is not as yet completed, they will, as in the past, have an interesting meeting.

Indiana

The Indiana Egg & Poultry Association will hold their Ninth Annual Convention at the Claypool Hotel at Indianapolis on February 27 and 28.

Those wishing to make reservations for exhibits should communicate with William Locks, Secretary. The hotel reservations should be made direct with the hotel.

Illinois

The Tenth Annual Convention of the Illinois Poultry and Egg Shippers' Association will be held at the Orlando Hotel at Decatur on March 1 and 2.

Decatur is where the first meeting of this Association was held and special features have been arranged for to make this meeting the most successful one.

The Officers and Directors will do their utmost to make this convention a profitable and interesting one to all those who attend.

C. R. Hatfield is secretary and treasurer.

Missouri

H. H. Bergmann, Secretary of the Missouri Egg and Poultry Shippers Association has announced that their convention will be held at the Hotel Statler, St. Louis, on March 4, 5 and 6, the first date, however, being a Sunday.

The Association has put on a novel plan as the whole 16th and 17th floors have been reserved for the conventionites.

The Grand Ball Room will be furnished with lounging chairs enabling the members to sit around and talk over any business deals they may have.

Hotel arrangements should be made direct with the Hotel Statler and members who expect to attend should mention the fact that they are going to attend the Egg and Poultry Convention.

Iowa

The Iowa Wholesale Egg, Butter & Poultry Dealers Association will hold their convention following the Missouri meeting. M. A. Hagensick, Secretary, has announced the New Savery Hotel at Des Moines as the meeting place with March 7 and 8 as the dates.

The program while not completed will be as entertaining as in the past.

ESTABLISHED 1889

C. H. Weaver & Company

CHICAGO

Headquarters For

BUTTER, EGGS, FROZEN POULTRY

Always Open for Business,
Either to Buy or Sell

Automatic Refrigerating Plants

for

Poultry Butter and Egg Houses

All the word Automatic implies

INSTALLED ONLY BY

The Automatic Refrigerating Co.

Main Office and Works: HARTFORD, CONN.

PITTSBURGH

The greatest industrial city in the world. Iron and glass the chief products. Population of the community over 1,000,000.

The Iron City Produce Company, Inc., is one of the agencies through which this vast population obtain their food supplies. Shippers of farm produce receive through this firm the best and most prompt returns for consignments of

FRUITS, VEGETABLES, POULTRY EGGS AND BUTTER

Our Aim—Service Best

Located in the heart of the produce district.
Write or Wire and get quick response.

IRON CITY PRODUCE CO.

(Incorporated)

56-58-60 21st Street

Cable Address—ICPECO

PITTSBURG, PA.

CAPITAL, \$100,000.00

Chas. Muehlbonner, Pres.

Chas. Blickle, Gen. Mgr.

Let Us Handle Your Storage for the Eastern and Southern Markets

Twenty-four hour delivery
to New York Markets

Storage in Transit Privilege

Our warehouses are modern in
every respect

**FINANCIAL
ACCOMMODATION
GIVEN**

CHEMUNG COLD STORAGE CO., Inc.
ELMIRA, NEW YORK

MINNESOTA

The Southern Minnesota Egg, Butter & Poultry Association will hold their convention following the Iowa Meeting at Owatona on March 9.

While the meeting is only going to be held for one day the officers have arranged an interesting program both from a business and social standpoint.

F. C. Marpe is Secretary.

JULIUS D. MAHR AGAIN ELECTED HEAD OF THE YORK MERCANTILE EXCHANGE

Elected for Eleventh Consecutive Time

The annual election of officers for the ensuing year of the New York Mercantile Exchange was held December 12th with the following officers elected: President, Julius D. Mahr; vice-presidents, first, Walter S. Fitch; second, Alex. Moir; third, C. P. Gearon; fourth, J. Leo Honigman; treasurer, Howard J. Runyon; members of the executive committee, H. C. Wetterau, E. R. Balzer, N. J. Eschenbrenner, Harry I. Snyder, F. E. Walton, S. P. Case, Gus. Ludwig, J. A. Babcock, H. D. Weber; inspectors of election, Wm. T. Davis, Thos. Heslin, G. E. Sammis, gratuity fund trustee, for three years, E. A. Fitter.

This is the fifteenth time, and the eleventh consecutive time, that J. D. Mahr has been elected president of the Exchange. He celebrated his fortieth anniversary as a member of the Exchange on December 11th. Walter S. Fitch previously served as third vice-president, but is now first vice-president, taking the place of Charles F. Droste, Jr.

The installation of officers and the reading of reports for the year 1922 by the various committees, was held on Thursday, January 4th. The regular date for the annual meeting is the first Tuesday in January but, as this falls immediately following the holiday this year, a later date was selected.

J. C. BORDEN AGAIN ELECTED TO PRESI- DENCY OF THE CHICAGO MERCAN- TILE EXCHANGE

At the annual election of the Chicago Mercantile Exchange, held on Wednesday, January 3, the following officers were elected:

J. C. Borden, president; C. E. Cromer, first vice-president; J. B. Mitchell, second vice-president; T. F. Gallagher, Jr., secretary; Edward Rueb, treasurer. Directors for a two year term: W. H. Whitcomb, E. M. Falker and M. E. Fox; Sergeant-at-arms, M. E. Nevins. On behalf of the board of directors Charles E. McNeill offered a resolution, which was unanimously adopted, authorizing that the president receive an annual salary of \$3,000, commencing on January 1, 1923.

The installation of officers was to take place on Monday, January the 8th, but, as some of the members would be at the Canadian convention, the installation took place on the 15th.

The newly elected officers were installed by T. F. Gallagher, Sr.

The nominating committee that was elected for the coming year is Daniel J. Coyne, Jr., C. J. Eldredge, M. H. Eichengreen, Harry H. Field and E. George Erickson.

EXECUTIVE COMMITTEE MEETING

A meeting of the Executive Committee of the National Poultry, Butter and Egg Association was held in Chicago on January 22. Those present were Henry Pfeiffer, Frank G. Heilman, Frank A. Kelly, Charles E. McNeill, J. M. Klein, R. R. Baer, Gus Ludwig and George H. Broeder.

Absentees were Charles S. Borden, L. B. Kilbourne, M. A. Hagensick and O. I. Clevenger.

The committee first considered the co-operative marketing movement of farmers and the declared intention of the American Farm Bureau Federation to organize marketing Associations for the distribution of dairy products and poultry and eggs. It was pointed out that this movement is nation-wide and has the support of National and State governmental agencies, and that to properly meet it, the present distribution agencies should study seriously the questions of grading, assembling and quality buying; that serious studies along these lines coupled with practical co-operation with producers would tend to eliminate many wastes which cause the "spread" concerning which producers complain. Members of the Association are urged to give serious thought to the co-operative movement.

The recommendation of the Joint Commission of Agricultural Inquiry to the effect that there should be created a National Transportation Institute under private auspices was next discussed. By resolution the Committee gave the moral support of the Association for the creation of such an institute, and the Executive Secretary was instructed to accept appointment as a member of the Organization Committee having the matter in charge, to give force and effect to the resolution. An outline of the plans for the creation of the institute will be published in an early issue of the National Poultry, Butter and Egg Bulletin.

The attention of the Executive Committee was called to inferior flats and fillers now on the market. The Executive Secretary was instructed to keep close watch of the situation and to co-operate with reputable manufacturers in an effort to drive inferior supplies from the market. The circular issued by the Executive Offices on January 18 was approved.

The Executive Secretary was instructed to draw the attention of the membership to the new forms of bill of lading which carriers in Official, Southern and Western Classification territories are demanding. Rumors reached the Executive Committee that when the new forms of bill of lading became effective on January 1, printers found themselves with a large supply of the old forms on hand, and it was intimated that these printers would seek to dispose of them by means of "cut prices." The Executive Secretary was instructed to give notice of this in the 'Bulletin' for the month of February.

Section 7 of the new form of bill of lading indicates the liability of either the owner or the consignee for freight charges, under certain conditions. The Executive Secretary was instructed to pay particular attention to any complaints made to the Association concerning the operation of this clause and to report back to the Executive Committee for further instructions when the nature of the complaints, if any, is made known.

The Committee instructed the Executive Secretary to attend the spring meetings in Ohio, Indiana, Illinois, Missouri, Iowa and Minnesota and to stand in readiness to do anything he may be called upon to do at those meetings.

We Buy and Sell Eggs

We are members of the Chicago
Clearing House

Wire us your orders to buy or sell butter
or eggs for spot or future delivery.

We are located at the center of Chicago's
Produce Market. We handle live poultry,
also frozen poultry, and have the
largest trade in ice-packed poultry in
Chicago.

WE ARE ANXIOUS TO SERVE YOU
LET US DO IT

J.H. WHITE & CO.

955 Fulton Market

Chicago, Ill.

Telephone Monroe 2500

Your Job Is Buying and Selling Produce!

Ours is COLLECTING CLAIMS and HANDLING
TRAFFIC. We devote OUR ENTIRE TIME AND
ATTENTION TO THE TRAFFIC AND TRANS-
PORTATION TROUBLES OF THE POULTRY,
EGG AND BUTTER INDUSTRY. IT IS NOT
A SIDE LINE WITH US.

You Will Be Surprised

How little it will cost you to have all the worries
of claims and traffic off your hands. Why not
send in any claim you may have, or expense bills
for audit. If we collect nothing, IT COSTS YOU
NOTHING.

MEET

B. W. REDFEARN

OR

W. F. BLANCHFIELD

at the SPRING CONVENTIONS, or get in touch
with

**THE LIVE POULTRY AND DAIRY
SHIPPERS' TRAFFIC ASSOCIATION**

B. W. REDFEARN,
General Manager

208 N. Wells Street

Chicago, Illinois

ESTABLISHED 1879

***Our Produce Sense Will
Produce Dollars for You***

So

Consign or sell your

BUTTER-EGGS-POULTRY

To

S. S. BORDEN CO.

218-220 West South Water St.
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Nice & Schrieber Co.

Established 1846

**BUTTER
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BOSTON— is one of the best markets
for Poultry and Eggs—
the public in New England
are prosperous and are ready to receive your offerings through

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Wholesale Butter and Eggs

BUYERS—SELLERS—BROKERS

"Quality and Value Experts"

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Butter, Eggs and Dressed Poultry

For the quickest and most efficient service and for best net results—TRY US

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COMMISSION MERCHANTS

Dressed Poultry, Eggs, etc.

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26-28 Bloomfield St.

West Washington Market

NEW YORK

ZIMMER & DUNKAK, Inc.

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Want Fresh and Refrigerator

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Write or wire us. You will like our way of
doing business.

FRANK J. GAFFNEY, Manager, Egg Dept.

COOPER & SISSON

Receivers and Wholesale Dealers

BUTTER, CHEESE & EGGS

73 to 81 Dyer Street,

Providence, R. I.

Established 1862

GOLDEN & COMPANY

Butter, Eggs, Poultry, Fruits

WASHINGTON, D. C.

H. T. Pond Co.

**:: :: EGGS AND :: ::
DRESSED POULTRY**

361 Washington St.

New York - - - N. Y.

Get in Touch with Us

There very recently came to the attention of the Executive Offices, the experience of a large poultry packer to the effect that the poultry in his territory had suffered from some sort of an ailment, on account of which the poultry did not dress out as it should have dressed out. This packer stated that ordinarily, poultry that goes through a dressing plant will turn out about from 50 to 65 per cent of No. 1 poultry; that during the season just closed, the best he could do was to turn out only from 17 to 25 per cent No. 1 stock; that when the live poultry reached his plant it had "black combs" and they had the appearance of having been frozen, although there had been no freezing weather; that when placed in batteries, the poultry did not take to the feed, and that he was unable to determine why. The Executive Secretary was instructed to commence an investigation on this subject and to make the result of it known when completed. (The investigation has already been commenced.)

Mr. Joseph Mendes of the Cottage Creamery Company, Cleveland, Ohio, was appointed official egg inspector *vice* M. L. Arnold, resigned because of lack of time.

The Executive Committee announces that William M. O'Keefe, on the advice of his physician, left for Arizona on January 21. His physician expresses the opinion that Mr. O'Keefe will be so sufficiently recovered in the course of sixty days as to enable him to return to light work. Mr. O'Keefe's address is William M. O'Keefe, 10 Fairchild Court, Tucson, Ariz., in care of George York.

The question of membership was discussed by Chairman Ludwig of the Membership Committee. He drew attention to the fact that the growth and strength of all voluntary organizations must come from the membership at large, and he urges that members take renewed interest and have their business friends and connections join, as it is only by this means that effective work can be accomplished.

The Educational Campaign of the Association as recommended at the last annual convention was referred to, and discussed at great length. The proposition put up at the convention was that the Executive Committee should take steps to educate school children as to the advantages and necessities of the cold storage enterprises. As a result of the co-operation obtained through other agencies, many school children and students at Agricultural Universities seem to be very much interested in the question and essays on the subject have been written by many of them. These essays will be examined and prizes awarded.

The Executive Offices were instructed to continue the plans and to take advantage of every opportunity offered. The Executive Secretary was instructed to publish in the 'Bulletin,' from time to time, such material as would be of benefit to the various localities which care to undertake this class of education.

Mr. Broeder of St. Louis stated that he has already interested a teachers' training school in St. Louis on the subject and hopes to be able to get proper material before that school in the near future.

The Executive Committee urges members to make the greatest use possible of the Executive Offices and further urges them to read every issue of the National Poultry, Butter and Egg Bulletin, and to contribute to its pages.

PATRICK COYNE DEAD

Patrick Coyne, brother of Daniel and Richard Coyne, died Friday, January 12th.

He was not a member of the firm of Coyne Brothers, but had been in their employ for a number of years past.



An Eye-Opener!

It may be news to you to know that

Our Egg Sales Annually

exceed the production of

Two Million Hens

Figure this out and then consider the market this outlet offers. You will find it worth while to investigate

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Executive Offices and Warehouses:

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TITE-PACK

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NO FINAL COST IN BREAKAGE

PASSED BY THE SHIPPERS' CONSOLIDATED FREIGHT CLASSIFICATION COMMITTEE.

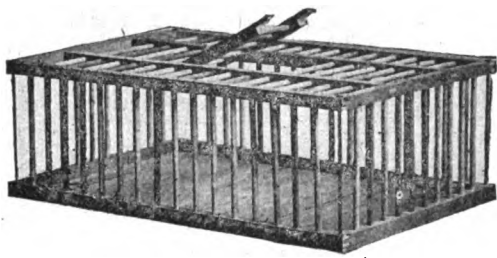
MERCANTILE EXCHANGES

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TITE-PACK FILLER CO.

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STRONG—DURABLE—ECONOMICAL
 EXTRA LARGE HICKORY RODS
 IRON RODS IN CORNERS
 LIGHT WEIGHT—18 LBS.
 PROMPT SHIPMENTS

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HANCE BROTHERS COMPANY



EFFICIENT SERVICE, CONSERVATIVE ADVICE, AND
 FULL MARKET VALUE, CONSIGN YOUR POULTRY
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DRESSED POULTRY

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Poultry, Veal and Game
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WHOLESALE

BUTTER—EGGS—POULTRY
 208 NORTH WELLS ST. CHICAGO

B. W. OTIS & CO.

Commission Receivers of **DRESSED POULTRY**
 West Washington Market New York

Reference: Chatham & Phenix Nat'l Bank, 14th Street Branch
 or any Commercial Agency

EGGS

CUTLER

NEW YORK

331 Greenwich Street

J. M. Klein DRESSED POULTRY
 329 Washington Street
 NEW YORK

REFERENCES: All Commercial Agencies: National Poultry,
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Willis S. Herrick
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Specialize in
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WORKMAN'S COMPENSATION INSURANCE
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Ship your next car of

Live Poultry
 To
KASSEL POULTRY CO.

W. Washington Market

NEW YORK

You will receive the best Service, best
 results and always a square deal.

TO OBTAIN RESULTS—ADVERTISE IN

THE NATIONAL POULTRY, BUTTER & EGG BULLETIN

A Direct Advertising Medium

Write for our Advertising Rate Sheet

WHO KNOWS?

Carriers are complaining of the large and steady increase in claims arising out of the transportation of mixed cars of poultry and eggs. It is suggested that the major proportion of claims primarily arises from too close stowing of the eggs, which has the result of interfering with the proper circulation of cold air and thereby failing to secure the degree of refrigeration necessary to protect the dressed poultry.

The Chairman of the National Perishable Freight Committee now asks the 'National' for suggestions as to the best ways and means to eliminate entirely the claim hazard to shipments of mixed cars of poultry and eggs moving under refrigeration service.

Please advise the Executive Offices at once as to the best method of preparing and loading. In your reply include your observations on pre-cooling, whether packed in boxes or barrels, how many mixed cars you ship in a season, whether your claims, if any, are to the poultry or to the eggs or both, what months of the year you ship such cars and the average proportion of each commodity to each carload, etc.

January Questions and Answers

Question

What is the percentage of loss in weight in converting fresh poultry to frozen? (A package that will weigh 50 lbs. net when fresh—what will the same package weigh net when frozen?)

Answer

Fresh poultry that is cooled the ordinary period of 24 hours to an internal temperature of between 30 and 32 degrees in a room of ordinary cooler humidity, will "freeze out" from 1½ to 2 per cent. By accurate scale tests, a "fresh" box of 50 lbs. net will weigh from 49 to 49½ lbs. net when frozen.

Question

When it is necessary on the part of a shipper to provide, at his own expense, floor racks for the cars of poultry, butter and eggs, has he any redress on the carrier for the cost of material and labor? If he has, what is the allowance per car and under what tariff provision?

Answer

Except on traffic moving under stated refrigeration charges as shown in sections two or three of Perishable Protective Tariff No. 1 or on private owned equipment, when a shipper orders (in writing) a car for loading, of a nature requiring false floors and the carriers furnish a car not so equipped, the shipper will be permitted to install in such a car, a permanent false floor, provided such floor is constructed and installed in accordance with standard specifications of the carriers. To ascertain what these specifications are, shippers must appeal to the local railroad agent, as the carriers have not adopted anything uniform, because of the lack of uniformity in the cars.

When permanent false floors are installed by shipper in accordance with the foregoing provision, the carriers will reimburse him for the actual cost of constructing and installing such false floor, but in no event shall such allowance exceed fifty cents per lineal foot of such permanent false floor.

Tariff authority: Supplement No. 28 (Rule 50-G) to Agent Fairbank's Perishable Protective Tariff No. 1.

Several months ago, the National Poultry, Butter and Egg Association convinced the western carriers of the injustice of requiring the shippers to pay freight charges for the return of the shippers' racks.

Industrial Cold Storage and Warehouse Co. Philadelphia, Pa.

Located on Philadelphia & Reading Terminal, connecting with all Refrigerator Lines. Bill all shipments our care, "Philadelphia & Reading Ry. Delivery." No switching Charges. Unequaled facilities for the handling of and caring for **Poultry, Butter, and Eggs**. Liberal advances. Rates consistent with the efficiency of "The House of Service."

THE PACK OF QUALITY



NAOMI PRODUCE CO.

309-311 W. So. Water St.

CHICAGO

Dressers—Packers—Distributors

A. S. Kuhn Co.

Buy—Sell

WILL PAY
LIBERAL
DRAFTS

EGGS

FULL
PRICES
QUICK
RETURNS

208 North Wells Street

CHICAGO

ILL.

One of Chicago's largest dealers of

FANCY BUTTER

We carry a block of fancy whole milk storage butter at all times.

Print Butter Our Specialty

Wire us first

WASKOW BUTTER CO.

348 W. So. Water St.

CHICAGO

The carriers published in Supplement No. 33 to Agent Boyd's Circular 1-P, effective October 1, 1922, a rule which provided for the return of the racks, free from transportation charges, when such racks were used in the transportation of cheese, butter, butterine, oleomargarine, eggs, dressed poultry, fresh fish, fresh meat and packing house products.

Eastern Carriers Will Furnish Racks

Furnishing of egg racks and movable slats with carload and less than carload shipments of butter, eggs, cheese and dressed poultry in refrigerator cars when moving under Official Classification between points in the Central Freight Association Territory, Illinois Freight Association Territory, New England Freight Association Territory, Trunk Line Freight Association Territory, and to points in Canadian Freight Association Territory.

Egg racks, viz.: Movable slats to be placed on the floor of refrigerator cars will be furnished by the carriers (see list of carriers shown in item 50 to Fairbank's Perishable Protective Tariff No. 1), without charge when required to properly stow, brace and protect the loading of butter, eggs, cheese and dressed poultry in refrigerator cars. No allowance, however, will be made to shipper or owner of egg racks or substitutes which they may provide.

Tariff Authority: Supplement 28 (Rule 50-G) to Agent Fairbank's Perishable Protective Tariff No. 1.

Holland Butter Co.

121-123 W. Austin Ave. CHICAGO, ILL.

RECEIVERS—DISTRIBUTORS

Butter—Eggs—Cheese

Correspondence
Solicited

References: National Produce Bank, Chicago
Dun's and Bradstreet's

FUTURE TRADING—BUTTER and EGGS

Bowman & Company, Inc.

136 W. Lake St. CHICAGO

Solicit YOUR orders
Careful, Accurate, Efficient Service

RUDOLPH I. WEGNER

AT YOUR SERVICE

Car Lot Egg Inspector

Reference: Any Cold Storage
in Chicago

208 N. Wells St., Chicago

Telephone Longacre 3691

Established 1890

NEW YORK EGG CASE CO.

CAR LOTS A SPECIALTY

Wholesale Dealers and Shippers of *Second-Hand Egg Cases*

519 West 42nd St., NEW YORK

Question

What part of a plant's dressing room shrink is feathers that can be sold? For instance, if a plant should dress out 10,000 pounds of chickens and fowls daily, what should their daily yield of body feathers, excluding the quilly and unsalable matter?

Answer

Excluding chicken quills and other unsalable matter, salable feathers should constitute from 3.3 to 3.7 per cent of the actual live weight dressed. This percentage varies somewhat between the summer and winter months. The above figures are based on the actual weight of feathers following machine drying.

LACTIC ACID FOR FEED

In the 'Bulletin' for January "Inquirer" propounded the following question:

Inquirer wants information regarding the correct feeding and mixing direction of light refined lactic acid when using in connection with a milk feeding ration.

Inquirer is using a certain amount of 44% light refined lactic acid, but since he is not a chemist he is not altogether sure he is using it in the exact proportions necessary for good results.

The executive offices passed the inquiry to the Bureau of Chemistry of the United States Department of Agriculture, but that department could give no information. The Bureau of Chemistry passed the inquiry to the Bureau of Animal Industry, but that department could give no information.

Who will enable the executive office to reply to the inquirer? Please send replies to 208 North Wells Street, Chicago, Ill.

Replies

The department here is a strong believer in the use of milk for poultry. We are now feeding semi-solid to all hens at the rate of two pounds daily for each 100 birds. We mean to give our growing chicks all the sour milk they will consume. On the other hand, our experiments seem to show that gains are equally good irrespective of the amount of acidity in the milk. We have not used the refined lactic acid, but base our reply on observations alluded to above. To state the case plainly, it is our conviction that a little lactic acid, more or less, has no noticeable effect on the growth and health of chicks. Please command me if you think the department here can be of further service.—W. M. Kirkpatrick, Connecticut Agricultural College, Storrs, Conn.

In reply to your inquiry about the feeding of lactic acid to chickens, I will say that it is not at all certain that lactic acid is of any particular value in chick feeding.

As far as we know, from limited amount of experimental data on this subject, the chicks will do better on either sweet or fresh buttermilk than on lactic acid or sour buttermilk. The principal value of feeding buttermilk to chickens is for its proteins, minerals and vitamins, and not for the lactic acid. The lactic acid, however, probably will do no harm, but it is probably of no particular use.—A. R. Lamb, Chief in Nutrition, Iowa State College, Agricultural Experiment Station, Ames, Iowa.

In the absence of more definite information regarding the composition of the "milk feed," I would advise using .2 to .4% of absolute lactic acid. This would be in addition to the acids naturally present in the feed.

If the milk feed is to be the main ration, .2% of lactic acid would be enough, but if the milk feed is used only as a supplement to other feeds furnishing one-third or one-half of the entire feed, .4% lactic acid would not be too much. If the 44% lactic acid is used, it will require 4½ pounds per each 1,000 pounds of the milk feed to make it contain .2% of absolute lactic acid. And to make the milk feed contain .4% of absolute lactic acid it would require 9 pounds of 44% lactic acid. This acid should be thoroughly mixed with the milk feed.

It would be rather difficult to give the amount of lactic acid to use to give the **best results**, unless experiments were conducted on a large scale and covering a period of several years.

I hope my suggestions may be of some use to your inquiring friends.—George Spitzer, Dairy Chemist, Purdue University, Agricultural Experiment Station, LaFayette, Ind.

Regarding the feeding of lactic acid, would recommend the use of from 1½ to 2% in the amount of water used in mixing the feed. On a dry feed basis use about 1½ to 1¾%.

Trusting that the above may serve your purpose, and assuring you of a willingness to assist in any feeding problems that may come up.—L. E. Harker, Ralston Purina Company, St. Louis, Mo.

WOULD TAX COMMISSION MERCHANTS

Hon. Harold Knutson, of Minnesota, would tax, as "commission merchants," all persons engaged in the business of receiving for sale, on commission, through interstate commerce, any fruit, vegetables or other farm products, except grain. In addition he would have all such operate under licenses and be subject to regulations made by the Secretary of Agriculture. For violating the regulations of the Secretary, the licenses could be forfeited, in which event the commission merchant could not remain in business except by incurring penalties of fine and imprisonment. The Bill would also penalize the commission merchant who buys in his own name.

The Bill was introduced in the House by Mr. Knutson on January 11 and referred to the Committee on Agriculture. A copy follows:

H. R. 13771

"This Act may be cited as the Commission Merchants Act, 1923.

"SEC. 2. (a) When used in this Act—

"(1) The term 'person' includes individuals, partnerships, corporations, and associations.

"(2) The term 'Secretary' means Secretary of Agriculture.

"(3) The term 'commission merchant' means any person engaged in the business of receiving for sale on commission through interstate commerce any fruit, vegetables, or other farm products except grain.

"SECTION 1. (a) Every commission merchant shall pay an annual tax of \$25 as a license fee and shall be subject to such regulations as shall be made by the Secretary for the purpose of carrying out the provisions of this Act.

"(b) It shall be unlawful for any commission merchant to use and unfair, unjust, discriminatory, or deceptive practice or advice in connection with receiving, marketing, holding, delivery, condition, weighing, or handling of any consignment of any of the commodities described in Title I, or in making reports with reference thereto to the consignor.

"(c) Whenever complaint is made to the Secretary by any commission merchant or whenever the Secretary has reason to believe that any commission merchant is violating the provisions of subdivision (b), the Secretary may order such commission merchant to appear at such place and before such an officer of the Department of Agriculture as the Secretary may designate within ten days and show cause why the license of such commission merchant should not be forfeited. At the time and place designated a hearing shall be granted to such commission merchant, his agent, or attorney, and if good cause is shown, the proceedings against such commission merchant shall be dismissed, but if the Secretary shall find that the provisions of this Act have been violated he may order the license of such commission merchant to be forfeited, which order shall take effect within ten days after notice thereof has been served upon such commission merchant unless, before the expiration of said time, an appeal shall be taken to the United States district court of the district in which such commission merchant carries on such business, which court is hereby authorized to hear and determine the appeal under such rules as it shall prescribe, and enter an order and judgment either confirming or setting aside the order of the Secretary according to the evidence in the case.

"(d) Any commission merchant who shall, without license or after final forfeiture of his license, engage in the business described in subdivision (a) hereof shall be deemed guilty of a misdemeanor and shall be fined not to exceed \$1,000 or imprisoned not to exceed sixty days, or both.

"(e) The Secretary may make regulations found by him to be necessary for the enforcement of this Act and to obtain information with reference to the manner in which such business is being carried on.

"(f) Any commission merchant violating any of the regulations provided for in the preceding subdivision shall forfeit to the United States the sum of \$100 for each offense. Such forfeiture shall be recoverable in a civil suit in the name of the United States.

"SEC. 2. Any commission merchant who shall, in his own name, buy and receive through interstate commerce any of the commodities described in this Act with intent to resell the same shall be subject to all of the provisions of section 1 of this title in the same manner and to the same extent as if such commodities had been consigned to such commission merchant for sale on commission, and upon violation of any of said provisions or regulations shall be subject to the same penalties."

GUARANTY EGG CORPORATION OPENS CHICAGO OFFICE

C. C. Shafer, President of the Guaranty Egg Corporation of Newark, N. J., was a recent caller at the Executive Offices of the 'National.' It is Mr. Shafer's intention to open up offices in Chicago which will be in charge of W. R. Hill.

He reports a prosperous condition of his company and states that his process for sterilizing eggs is meeting with world-wide attention; that Canada, Portugal, Argentine and Uruguay are great users and that it is being used in England and Australia under the direct supervision of the Government. He is now negotiating with interests in Japan and China.

It will be remembered that at the last annual convention, Mr. Shafer made the motion to create a fund to be used for the purpose of bringing "Bill" O'Keefe back to life and health.

Comparative Strength of Egg Cases

A Subject for Scientific Investigation

Report of Investigations by Freight Container Bureau of Bureau of Explosives
in cooperation with Egg Case and Egg Case Filler Manufacturers' Association

By C. M. BONNELL, JR.

Engineer, Test and Specification Department
Bureau of Explosives

About the middle of last year the Executive Committee of the American Railway Association requested Colonel Dunn, Chief Inspector, Bureau of Explosives, to investigate shipping containers for nondangerous commodities, to make recommendations for containers which would be correct from an engineering standpoint and which would be the most efficient, economical and desirable to use for any given commodity. In accordance with this request, a Freight Container Bureau was organized and for the past year has been conducting investigations on containers for a few commodities. A report in the April issue of the National Poultry, Butter and Egg Bulletin outlined the proposed method of investigating egg cases and the following is a report of tests made to determine the merits of cases constructed of various kinds of woods.

Object of Investigation

The object of this investigation primarily was to determine the relative merits of cottonwood and spruce cases, but as the tests progressed it was considered advisable to include tests on tupelo and red gum cases. This data is purely for the information of the Freight Container Bureau, to be used in the formulation of recommendations for suitable standard specifications of egg cases. It has been noted that there are only a few species of woods which are ordinarily used in the manufacture of egg cases, namely, cottonwood, tupelo and red gum. In the past few years, on account of concentrated poultry raising in the western states, there has been a demand for egg cases manufactured of woods grown on the Pacific Coast. These cases are now manufactured of spruce lumber and are used extensively by western shippers of eggs.

The Consolidated Freight Classification provides that for woods other than hardwoods, the thickness of ends, center and cleats must be not less than $\frac{1}{2}$ ". For hardwoods, of which the three heretofore mentioned are included, the thickness of ends, centers and cleats must be not less than $\frac{3}{8}$ ". It is the desire of some shippers and manufacturers to have spruce included on a parity with the other hardwoods, and this is one of the reasons why the following tests were conducted.

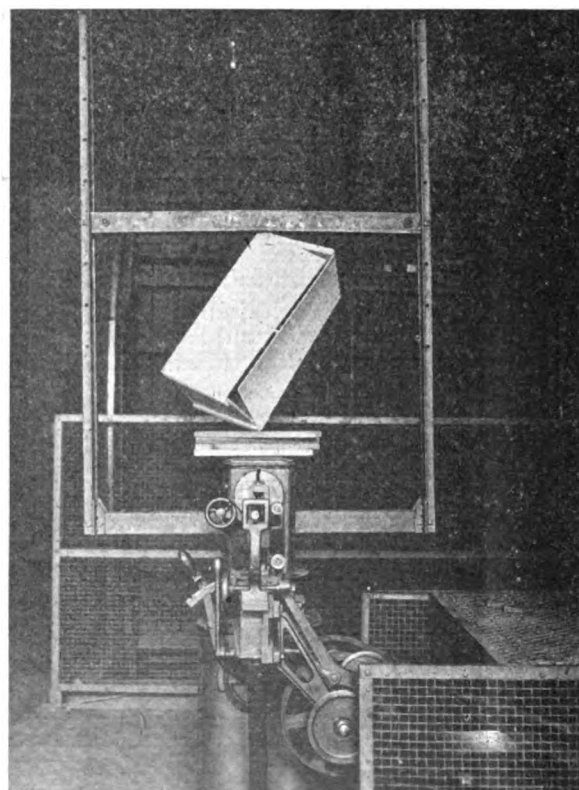
Methods and Details of Testing

As this was a test for comparing the strength of various kinds of woods when made up into cases, it was considered unnecessary and extravagant to load cases with actual contents. All of the cases tested had top and bottom nailed with 21 nails, sides with 18 nails and cleats with 6 nails each. The nailing of top at center and increased number of nails through top

into ends was for the purpose of balancing the strength of container in other parts and to eliminate a possible failure at the weak part, which would have been at top had the cover been nailed with only 8 nails, as is now the common practice. This fact will have no bearing on the data or results in that each case was nailed in the same manner and results are purely for comparison.

Three different types of tests were made on each kind of case, as follows: Diagonal Corner Compression Test, Incline Bumper Test, Revolving Drum Test. Moisture Content was also determined from samples of wood taken from boxes tested.

The Diagonal Corner Compression is a test where a steadily increasing load is applied at opposite corners of a box in line with the diagonal of that box, and simulates the effect of stacking one case on another. Inasmuch as the failures occur slowly as the pressure is gradually applied, the type and progress of failure can be readily noted, and one box can be very easily compared with another.



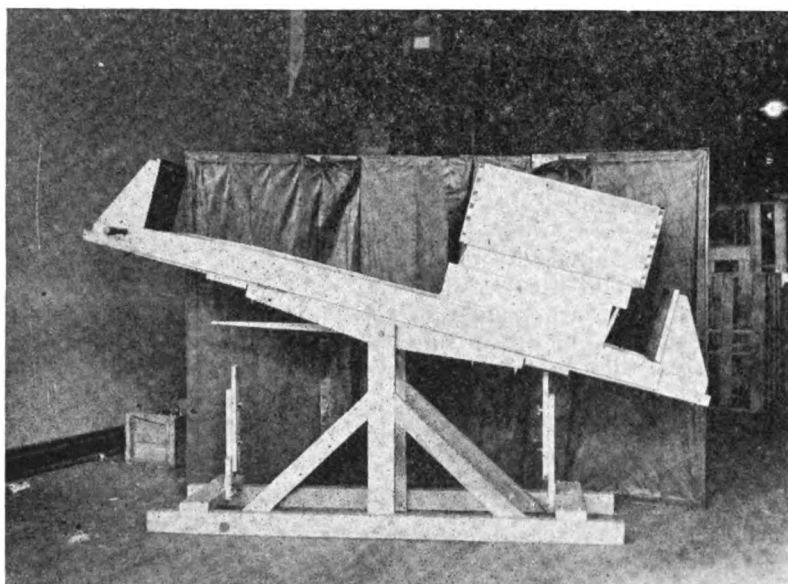
Diagonal Corner Compression Test
Typical failure of cottonwood case—1-pc. side and top.

The Incline Bumper Test is just what the name implies—an incline plane apparatus that has a carriage set on small rollers; this carriage, through the action of gravity, conveys the box from top to bottom of incline, at which point it is suddenly stopped. A definite shock is delivered to the case as it is stopped; this is measured by the combined weight of the carriage, case and loading on top of case moving at a velocity approximately equal to that attained by a freely falling body through a vertical height of about $9\frac{3}{4}$ ". Each case so tested on this machine was loaded on top with a total weight of 67 pounds and approximated the weight developed by stacking cases in a car. The shock which the case received on striking at the bottom of the incline simulated coupling cars in transit, although this was much more severe but necessary in order to bring about failures in the box which otherwise might be delayed or else would not occur. The serviceability of the box as indicated by this test is expressed in the total number of falls or bumps which the case stood before failure occurred. The apparatus employed in this test is so designed that it may be adjusted for falls at various heights. The actual fall in this test was $9\frac{3}{4}$ " in a distance of 40 feet measured along the incline plane. Shocks were made on alternate ends of cases.

Analysis of Results

In such tests some standard of comparison must be set and rightly this standard should be selected and based upon the type of container which is being used by the majority of reputable shippers. For a basis of comparison we selected the cottonwood case made up as follows: 2-piece bottoms, ends and center, 1-piece sides and top; nailed according to requirements of the Consolidated Freight Classification,* thickness of material same as indicated in the above classification.

Compression tests were made on five different types of cases, each varying slightly from the other. The cottonwood case mentioned above and assumed as the standard for comparison failed at an average maximum pressure of 572 pounds for diagonal corner compression. This type of case, then, is rated at 100% at 572 pounds, and comparisons are made with these values. The tupelo and red gum cases of same construction held 520 pounds, or 91%, and 647 pounds, or 113% of the strength developed by the standard. This is interesting to note in that it does not exactly agree with the findings reported on page 16, Bulletin No. 664, United States Department of Agriculture, on "The Prevention of Breakage of Eggs in Transit When Shipped in Carlots." Our findings indicate the red gum was the stronger one of the three in diagonal compression, with cotton wood second and tupelo



Showing position of box at bottom of incline. Note excessive weaving due to two-piece construction.

Incline Bumper Test

The third series of tests were in a 14-foot Forest Products Laboratory Standard hexagonal drum, which has hazards so arranged that a box tumbles and strikes on its ends, sides, tops, bottom, edges and corners. This test simulates the actual stresses, shocks and rough handling which a package encounters in commercial service. In each test, notes of failures and the number of the drop at which the failure occurred were recorded and made a part of the permanent record. A test like this determines the weak points in the construction of boxes and gives a relative comparison of the serviceability. In each case the test was continued until contents spilled. Each container was loaded with dummy contents, consisting of 40 one-pound bags of sawdust, 20 to a compartment; cover was nailed as in other type tests.

third, whereas they reported tupelo strongest, cottonwood second and red gum last.

A slightly stronger container was obtained when four penny egg case nails were used instead of the three penny, except in the case of containers made of red gum, which showed a falling off of 5% in strength. The cottonwood case was increased 4% and the tupelo 16%. The four penny egg case nail is $\frac{3}{8}$ " longer than the three penny nail, and for this reason, causes cases made of the above woods to fail by splitting from nails. This would indicate that in order to increase strength of container it is probably necessary to increase the number of nails rather than the size.

Six of the cottonwood cases in the lot used in determining the value for the standard case were constructed with 2-piece bottoms and six were of 1-piece

*Except 21 nails on top.

bottom construction. The maximum of 572-pound compression for these cases, when segregated according to 1 and 2-piece bottom construction, shows 590 pounds for 1-piece and 553 pounds for 2-piece construction, a slight showing in favor of 1-piece construction. Cottonwood cases of 2-piece construction throughout were tested and showed only 387 pounds, or 68% of strength developed by exactly the same case, except with 1-piece sides and top. This point deserves a little study and shows decidedly the effect on strength of containers when parts are made of more than 1-piece material.

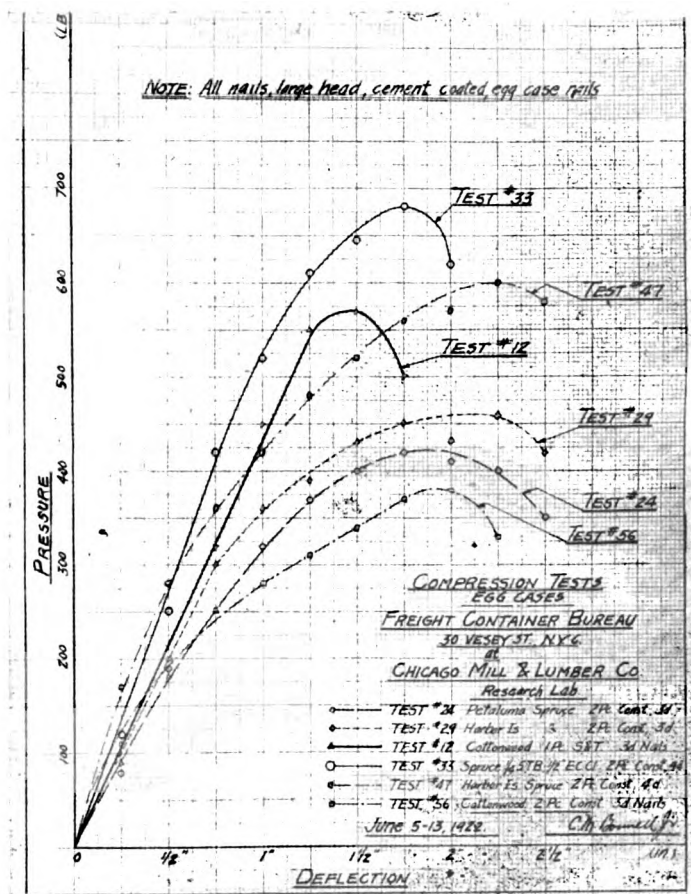
Spruce cases in shook form from Petaluma, California, and Harbor Island, Washington, were obtained for the tests. Those from Petaluma had sides, tops and bottoms planed to exact dimensions as indicated at head of third large column in table. These were nailed exactly in accordance with practice heretofore described for cottonwood and were of 2-piece construction throughout except for 1-piece ends and center. Cases from Harbor Island were of 2-piece construction throughout except some centers; the material was very decidedly non-uniform in thickness and quality, in general, was slightly heavier than standard case material of $\frac{3}{8}$ " and $\frac{1}{8}$ " stock, respectively.

The Petaluma cases, with $\frac{3}{8}$ " S. T. B., were slightly weaker than those from Washington, in face of the fact that the former were of 1-piece end and center construction. This is probably due to the heavier material used in the latter. The actual values were 412 pounds, or 72%, and 470 pounds, or 82%, of the strength of cottonwood case, and the marked decrease in strength is again probably due to 2-piece construction. Cases made from shooks from Harbor Island, exactly the same as noted before but nailed with four penny cement-coated egg case nails, were tested for strength in the compression test and showed 104% of the strength of the standard cottonwood cases. This fact clearly points out the advantage of larger nails in the softer species of wood and appears to be one of the things necessary to bring the strength of spruce cases up to that of the cottonwood.

The four penny orange box nail is $1\frac{1}{4}$ " long by 15 gauge, whereas the four penny egg case nail is $1\frac{1}{2}$ " long by 14 gauge, and it is doubtful if such a nail in four penny size would bring the strength of spruce case up to the required amount. A few cases were made up of very good spruce lumber, cut to exact dimensions, $\frac{1}{4}$ " S. T. B., $\frac{1}{2}$ " E. C., and cleats nailed with four penny egg case nails, number of nails as for all other tests. These containers developed 120% of the strength of the cottonwood case. The containers were of 2-piece construction throughout. Representative curves for compression tests are shown on Graph No. 1.

Of the cottonwood cases in the first test, three had stapled ends and in two instances these staples pulled from the ends, allowing ends to split. Apparently the staples were weak or else poorly driven, and this occurs very easily when staples of unequal length legs are driven by machine and one leg of staple fails to start driving. It would seem that staples with equal length legs were the best practice.

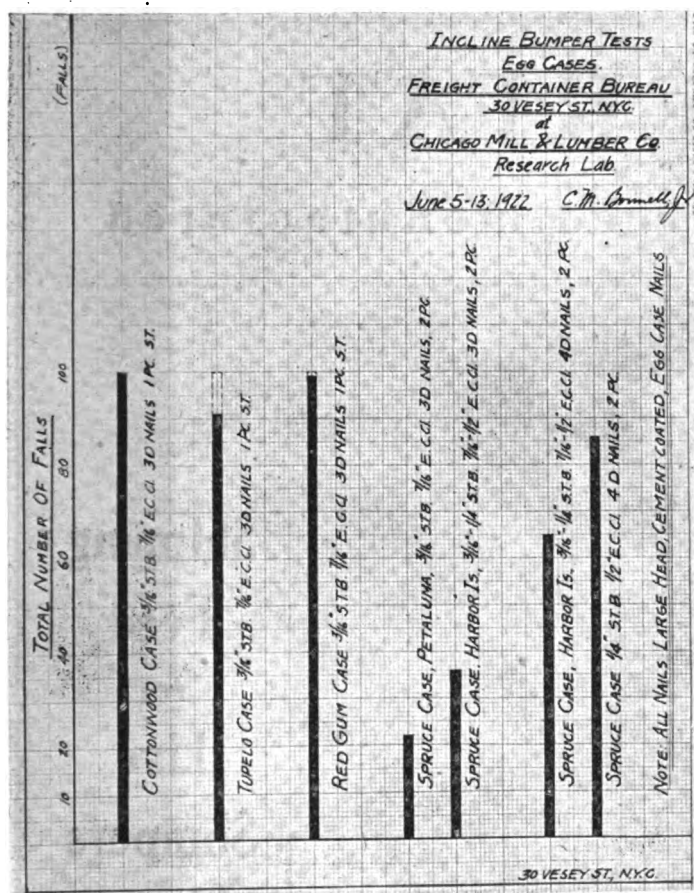
In another test of a case where only one nail held cleat to piece in end, cleat pulled from end and caused failure of container, showing necessity of at least two nails at nailing end of each shook. Failures by shearing from nails and a number of instances where cleats broke seem to indicate two possible sources of weakness in the present cottonwood case.



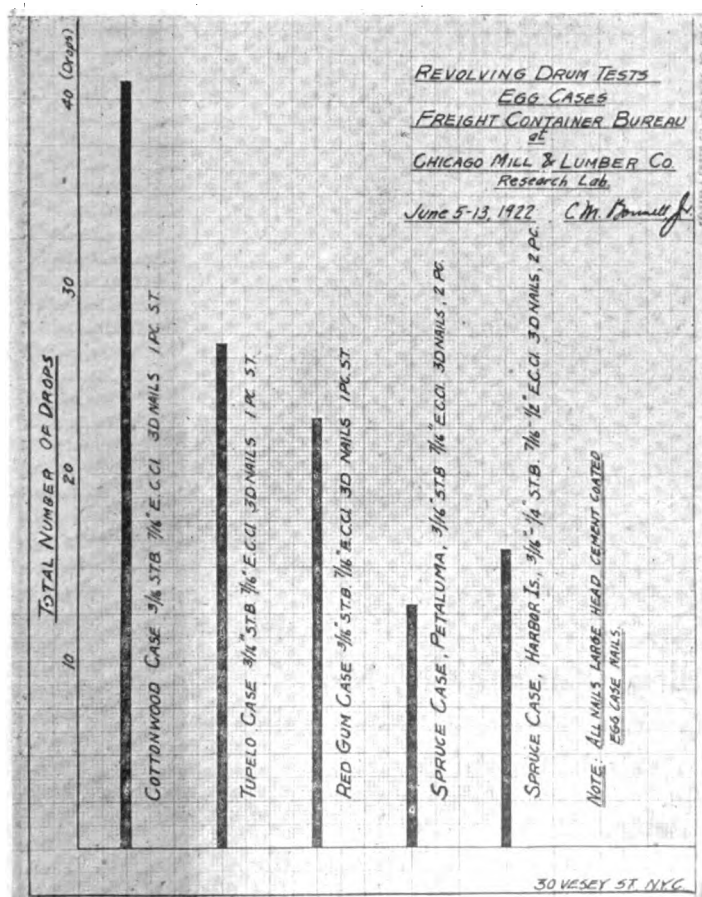
Graph No. 1

Incline Bumper Tests on cottonwood, tupelo and red gum cases of standard construction except one piece S. and T., indicate that all three have about the same measure of strength, with perhaps a slight favor toward the cottonwood. Spruce cases from Petaluma with $\frac{3}{8}$ " S. T. B. and cases from Harbor Island, Washington, showed decidedly inferior strength, actual number of falls being 22% and 36%, or an average of about one-third the strength of the standard case. With four penny egg case nails, these values for Harbor Island cases were raised to 65%, and for a spruce case, 2-piece construction, $\frac{1}{4}$ " S. T. B. and $\frac{1}{2}$ " E. C. C1., the figure became 86%. These values are more readily compared by referring to Graph No. 2.

In the Drum Test, the selected standard case spilled its contents at 41 drops and was rated 100%, whereas the tupelo made 27 drops and the red gum 23 drops, in percentages of 66 and 56, respectively. The Petaluma and Washington spruce cases were rather discouraging in this respect, and made only 32% and 39% of the number of drops that the cottonwood case did. (See Graph No. 3.) This appears to be due to construction details, in that 2-piece construction is adhered to for sides and top. A comparatively smaller difference in strength is noticed when ends and center are of one or two pieces than when other parts of box are so manufactured. Then, too, the spruce and even tupelo or red gum has a greater tendency to split; also spruce does not hold nails as well. Instances of these points were noted in typical failures of cases tested.



Graph No. 2



Graph No. 3

SUMMARY OF RESULTS OF TESTS

Kind of Box	1/8" S.T.B. 1/8" E.C.C.I.	1/8" S.T.B. 1/8" E.C.C.I.	1/8" S.T.B. 1/8" E.C.C.I.	1/8" S.T.B. 1/8" E.C.C.I.	1/4" S.T.B. 1/4" E.C.C.I.
1 pc. S.T.	1 pc. S.T.	1 pc. S.T.	2 pc. S.T.B.	2 pc. S.T.B.	2 pc. S.T.B.
2 pc. B.E.C.	2 pc. B.E.C.	2 pc. B.E.C.	2 pc. E.C.	2 pc. E.C.	2 pc. E.C.
3d Nails	4d Nails	3d Nails	4d Nails	4d Nails	4d Nails

COMPRESSION TESTS

	Max. lb. Press.	%	Max. lb. Press.	%	Max. lb. Press.	%	Max. lb. Press.	%	Max. lb. Press.	%
Cottonwood	562	100	593	104	387	68				
Tupelo	520	91	610	107						
Red Gum	647	113	620	108						
Spruce										

INCLINE BUMPER TESTS

	Max. Falls	%	Max. Falls	%	Max. Falls	%	Max. Falls	%	Max. Falls	%
Cottonwood	100	100								
Tupelo	91	91								
Red Gum	99	99								
Spruce										

REVOLVING DRUM TEST

	Total Drops	%	Total Drops	%	Av. Moisture Content for all boxes
Cottonwood	41	100			13.0
Tupelo	27	66			15.1
Red Gum	23	56			12.0
Spruce					16.5

*Note: Three rows of figures in this column, as follows:

*First Row—Spruce cases from Petaluma, 1 pc. E. C. All parts not over size indicated at head of column.

Second Row—Spruce cases from Harbor Island, Wash., 3/16" S. T. B.; 7/16" E. C. Cl.

Third Row—Combined value for Petaluma and Harbor Island cases.

Conclusions

Analyzing the results in the table, it is readily noted that the spruce case of 2-piece construction throughout or of 2-piece construction with 1-piece ends and center, is decidedly inferior in strength to the cottonwood case with 1-piece sides and top.

Spruce cases failed by splitting from nails and nail pull, showing necessity for heavier material, especially in the ends.

Larger cleats would also increase the strength of ends. This would be necessary with cottonwood cases of 2-piece construction throughout.

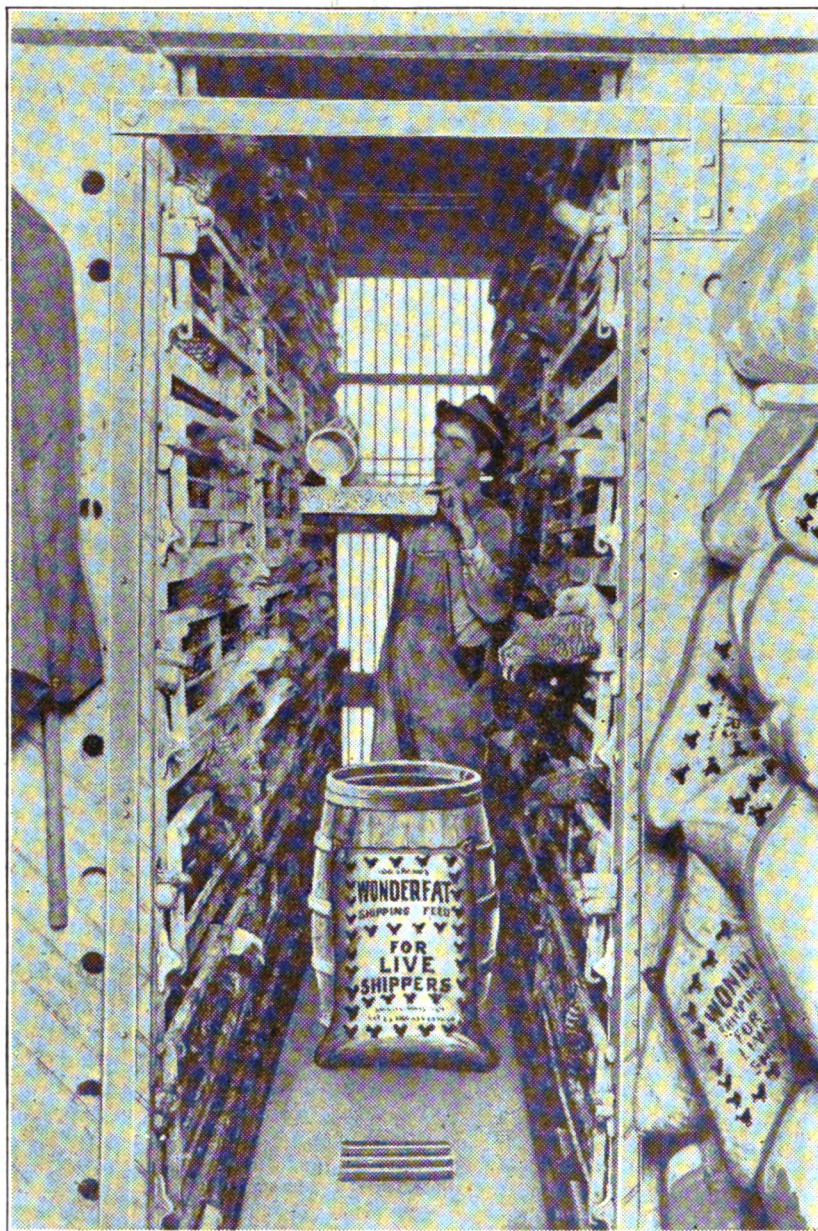
Nailing is very important and on cottonwood cases with 1-piece sides and top, where shearing from nail was typical failure, not larger but more nails would add to the strength. For spruce and cottonwood cases of 2-piece construction, however, nails should be four penny egg case nails with 1/2" ends, centers and cleats; sides top and bottom, 1/4", cleats 1/2" x 1 3/4". Such construction would just about balance the strength of cottonwood case with 1-piece sides and top. It is believed, however, that 2-piece construction of sides and top is responsible for decrease in strength and that spruce cases made of 1-piece material in these parts would probably be equal in strength to the cottonwood and might be made of same thickness material.

The red gum cases, in one instance, showed greater strength than the case of same construction made of cottonwood. The variation in strength of cottonwood, tupelo and red gum cases is not noticeably large, and while cottonwood has a slight advantage, it is believed that so far as strength is concerned, the three types of cases are about on a par. Cottonwood has certain advantages in that it is softer, odorless and does not

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TRAFFIC DEPARTMENT

WATCH BILL OF LADING FORMS

Rumors have reached the Executive Offices of the National Poultry, Butter and Egg Association to the effect that certain printers got stuck with a large supply of the old forms of Bills of Lading on hand when the new forms became effective in Official, Southern and Western Territories on December 31, 1922, and that efforts will be made to work off these old forms at "cut prices."

The Bills of Lading now demanded by the carriers carry the following notation at the top: "Adopted by carriers in Official, Southern and Western Territories, March 15, 1922."

Play safe and buy only the new form.

RATES ON FROZEN EGGS

In the January, 1923, issue of the 'Bulletin,' members were informed that the National Poultry, Butter and Egg Association, through the chairman of its Transportation Committee, had filed a formal complaint before the Interstate Commerce Commission in which it was alleged that the carload freight rates on frozen eggs in cans charged during the period, January 1, 1922, to June 30, 1922, were excessive, unjust and otherwise in violation of the Act to Regulate Commerce. The complaint pointed out that prior to January 1, 1922, frozen eggs were rated the same as eggs in the shell; that effective on January 1, 1922, the rates on eggs in the shell were reduced by 10%, and that no corresponding reduction was made in the rates on canned eggs.

It also alleged that the failure of the carriers to apply to 10% reduction on frozen eggs during the period, January 1, 1922, to June 30, 1922, resulted in injury and damage to the shippers and packers of that commodity. The Commission was asked to award reparation on the shipments which moved during that period.

Hearing of the case was held in Chicago on January 18, 1923, before Examiner Butler of the Interstate Commerce Commission. The Chairman of the Transportation Committee of the National Poultry, Butter and Egg Association, Mr. M. S. Hartman, presented all the testimony for the complainants and interveners. The Association intervened in behalf of members who furnished the Executive Secretary's Office with the information requested.

If the Interstate Commerce Commission awards reparation, the complainants and interveners will be entitled to refunds on the shipments involved.

The statement Mr. Hartman made to the Commission on this hearing was interesting, instructive and of great educational value to this industry. It will be published in full in the March number of the 'Bulletin'. Look for it.

PROPOSE INCREASE IN ICING CHARGES

Proposal to Establish Stated Refrigeration Charges On Poultry, Butter, Eggs and Cheese In Lieu of Cost Per Ton Method

Information has been received in the Executive Secretary's Office that the carriers are contemplating the establishment of stated refrigeration charges on dressed poultry and dairy products in lieu of the present cost of icing basis as published in Agent Fairbanks Perishable Protective Tariff, No. 1-I. C. C. No. 6.

A stated refrigeration charge is a through, specific tariff charge for the service of icing and re-icing from point of origin to final destination. The stated charge does not include the service of re-icing a car at the loading station when there is a delay in loading the iced car at that point and it does not include the re-icing at intermediate stop or hold points, reconsigning points or at final destination.

When the subject is docketed for public hearing, serious objections to the proposal should be made because it would mean very material increases in the cost of icing. Moreover, stated refrigeration charges should not be applied to dairy products, because it is a well known fact that in certain months of the year a car of dressed poultry, butter, eggs or cheese does not require icing in transit as frequently as in other months and there are occasions when no icing at all is required.

If stated refrigeration charges were to become effective it would mean that the same charge would apply throughout the entire year and without regard to whether five tons or thirty tons of ice were used in keeping the car iced in transit.

It is also a well known fact that the carriers have been endeavoring for many months to obtain an increase in the charge for icing but have not been successful; therefore, it may be very readily foreseen that at least some of the carriers would welcome any new plan whereby they may increase their revenue by advancing the tariff charges for ice supplied to cars in transit.

At a meeting of the Executive Committee of the National Poultry, Butter and Egg Association held in Chicago on January 22, the Executive Secretary was instructed to co-operate with other agencies and oppose the proposition. Members who have any ideas on the subject are urged to communicate with the Executive Offices without delay.

Do you want to pay for more ice than you use and a higher price for the ice? Answer quick!

LOWER MINIMUM ON LIVE POULTRY

In the December, 1922 issue of the 'Bulletin,' members were informed that the Trans-Continental Lines had agreed to reduce the minimum on westbound live poultry shipments from 20,000 to 18,000 pounds.

The lower minimum became effective January 30, 1923, and is published in Supplement No. 31 to Agent Countiss' Tariff 1-U and Supplement No. 17 to Agent Countiss' Tariff 4-R.

EXPRESS RATE INQUIRY, 1922— DOCKET 13930

Hearings on the above subject, which was instituted by the Interstate Commerce Commission, have been assigned to Examiners Barclay and Mullen of the Interstate Commerce Commission and Examiner Harman of the California Railroad Commission.

The following is a schedule of the dates and places for such hearings:

February 19, 1923, 10 o'clock a. m., at the United States Court Rooms, Atlanta, Ga.

February 23, 1923, 10 o'clock a. m., at the Jefferson Hotel, Dallas, Texas.

February 27, 1923, 2 o'clock p. m., at the Adams Hotel, Phoenix, Ariz.,

March 3, 1923, 10 o'clock a. m., at 237 Merchants Exchange, San Francisco, Calif.

March 9, 1923, 10 o'clock a. m., at the United States Court Rooms, Tacoma, Wash.

March 12, 1923, 10 o'clock a. m., at the United States Court Rooms, Butte, Mont.

March 15, 1923, 2 o'clock p. m., at the United States Court Rooms, Denver, Colo.

March 19, 1923, 10 o'clock a. m., at the United States Court Rooms, Omaha, Nebr.

March 21, 1923, 10 o'clock a. m., at the Great Northern Hotel, Chicago.

April 9, 1923, 10 o'clock a. m., at the offices of the Interstate Commerce Commission, Washington, D. C.

Representatives of the National will be in readiness to appear at the hearing scheduled for Chicago on March 21st. Members of the Association who are interested in this proceedings should communicate with the Executive offices at the earliest possible moment.

PENALTY ON EGG SHIPMENTS

Interstate Commerce Commission Orders Tariffs Cancelled Which Provided 25% Penalty Charge On Entire Shipment When Part of Shipment Does Not Come Up to Standard Specifications.

In September 1922 the western carriers published a tariff rule which provided a 25% penalty charge to apply on carload shipments of eggs containing both standard cases and cases which are not packed or constructed in accordance with the classification requirements. The rule applies only to shipments moving under commodity rates.

The tariffs were suspended and the case was assigned Investigation and Suspension Docket No. 1657 and the subject came up for hearing at Kansas City, Mo., before Examiner Mackley of the Interstate Commerce Commission. Those present at the hearing were: Mr. E. H. Hogueland, representing the Kansas Egg Shippers' Association and Mr. E. F. Scott, representing the Beatrice Creamery Company and the National Poultry, Butter and Egg Association.

At the hearing the shipper representatives submitted the following rule for consideration:

"On carload shipments containing both standard cases and cases other than standard, the portion of the shipment which was in *standard* cases should be charged for at the carload rate on standard cases and at actual weight and the portion of the shipment which was in

cases *other* than standard should be charged for at the carload rate on such cases at the actual weight, the total weights of the cases in the car to go towards making up the minimum weight."

The Interstate Commerce Commission has now rendered its decision and has directed the carriers to cancel the tariffs which provided the 25% penalty charge and to file new tariffs effective on five days' notice. The Commission suggested that a sufficient and more logical penalty would be imposed by assessing on that part of the shipment in cases other than standard the second class rate which is applicable to carload shipments of such cases; in the event that the total weight of the shipment is less than the minimum weight the deficiency should be charged for at the rate applicable on eggs packed in standard cases.

The Interstate Commerce Commission recognized the rule suggested by the shippers' representatives as being sound.

LIVE POULTRY RATES FROM TEXAS

On January 4, 1923, a hearing was held before the Southwestern Freight-Bureau at St. Louis, Mo., concerning an application filed by shippers for a reduction in the carload rates on live poultry from Texas to Chicago, New York, N. Y., and other cities. Those represented at the hearing were: The Live Poultry & Dairy Traffic Association, the National Poultry, Butter & Egg Association, Swift & Co., and Armour & Co.

The Committee representing the carriers was requested to consider the establishment of the same rates on live poultry, in coops or crates or in poultry cars, carloads, as now apply on dressed poultry, carloads. It was stated by the representative of the National Poultry, Butter & Egg Association, that the present rates applicable on both live and dressed poultry are too high, particularly on live poultry. It was further stated that the live poultry rates should not in any event, exceed the rates on dressed poultry and that the live poultry shippers should be given relief by having the live poultry rates reduced to the rates now applying on dressed poultry. The Committee was also told that the complaint of the live poultry shippers would not be satisfied by making any increase in the dressed poultry rate and that any attempt to increase the dressed poultry rate would be strenuously objected to.

ICING CHARGES IN SOUTH

The Southern Freight Association is handling under its Subject No. 8719 an application filed by the carriers to cancel the individual tariffs issued by various lines operating in the territory south of the Ohio River and east of the Mississippi River, which provide for the absorption of icing charges on shipments of perishable freight, minimum per car 5,000 pounds.

It is proposed to establish in lieu thereof, the rule which applies in Eastern and Western Territories, which is, that icing charges will be absorbed on a minimum car of 15,000 pounds and when less than carload rates are charged.

The present rule in the South applies on shipments of Dressed Poultry, Butter, Eggs and Cheese and other perishable commodities moving from points on and north of the Ohio River, and on and west of the Mississippi River. If members move any shipments under the present 5,000-pound rule, it is suggested that they communicate at once with the Executive Offices advising the extent of the movement and the effects that the proposal will have on the movement of the products to the South.

ROSTER

National Poultry, Butter & Egg Association

NOTE: Members should keep in mind that our Membership Ledgers—not this Roster—constitute the highest authority regarding every membership. Extra care is taken to see that every name and address is correctly shown in the Roster. But in making corrections and adding new names constantly it happens now and then that printers make new errors or leave out names or addresses inadvertently. Pressure of work in the Executive Secretary's office precludes checking the Roster with the Membership Ledgers before going to press every month, though this is done as often as possible.

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W. A. JOY, 119 N. 9th St., Springfield.
KINSALL PRODUCE Co., Ridgway.
KLEINSCHMIDT PRODUCE Co., Nashville.
MANNING & MANNING, Morrisonville.
G. E. MERRILL, Avon.
W. D. MILLER & SON, Newton.
MINONK PRODUCE Co., Minonk.
MONEY PRODUCE Co., Yale.
B. S. PEARSALL BUTTER Co., 51 N. State St., Elgin.
PEORIA CREAMERY Co., Peoria.
A. D. PERRIN & SON, Wyanet.
HAROLD G. PETERSON, 2200 Lincoln St., Evanston.
PIONEER CREAMERY Co., Galesburg.
F. A. PRUETT & SONS, Third & Monroe Sts., Kinmundy.
REITZEL BROS. Sterling.
SCHWARTZ & BOWMAN, Stockton.
L. E. SNAPP & SONS, INC., 17 Mill St., Georgetown.
SORENTO PRODUCE Co., Sorento.
GEO. H. SPENGLER, 10th & Capitol Ave., Springfield.
W. H. STANLEY & SON, Newton.
STARR ICE & PRODUCE Co., Rushville.
H. J. SWAN & Co., Fairfield.
SUGAR CREEK CREAMERY Co., Danville.
E. H. TAMME, Orion.
JACOB TICK, Clinton.
P. H. UTTERBACK, Oblong.
I. A. WALLINS, INC., Decatur.
H. C. WEINRICH & Co., Cambridge.
WENONA PRODUCE Co., Box 214, Wenona.
J. F. WILLIAMS & SON, Apple River.
J. W. WILSON & Co., Stewardson.
C. C. WRIGHT, McLeansboro.
WRIGHT-MAULDING Co., Dahlgren.
A. J. WRIGLEY, Wyoming.

Chicago

B. AARON & SONS, 56 W. South Water St.
THEODORE AARON, INC., 204-208 N. Wells St.
AMAN & ENDERS, 132 W. South Water St.
ARMOUR & Co., Produce Dept.
BAER & WOODS, 326 W. So. Water St.
J. P. BARRETT PRO. Co., 208 N. Wells St.
BATTERMAN & KOELLING, 949 Fulton Market.
BEATRICE CREAMERY Co., 1526 S. State St.
AMOS BIRD Co., 1314 So. Canal St.
BLUE VALLEY CREAMERY Co., 700 S. Clinton St.
S. S. BORDEN Co., 220 W. South Water St.
BOWMAN & Co., 136 W. Lake St.
JOHN L. BRINK Co., 212 W. So. Water St.
BRINK & PILAT, 214 W. South Water St.
PETER BRITTEN SONS, 2 Fulton Market.
H. L. BROWN & SONS, 953 Fulton Market.

BICKLEY, FINNELL & WIMPLE, INC., 216 N. Wells St.
 G. W. BULL & Co., 26 W. Kinzie St.
 BURD BROS., 206 W. So. Water St.
 E. F. BUSCH & Co., 208 N. Wells St.
 CANTWELL & GILLOGLY, 953 Fulton Mkt.
 CARNATION MILK PRODUCTS Co., 220 S. State St.
 COHEN & Co., 108 W. South Water St.
 H. B. COLLINS, c/o Swift & Co., U. S. Yards.
 COONEY & Co., 215 W. So. Water St.
 COYNE BROS., 119 W. South Water St.
 CROMER & BROWN, 212 N. Wells St.
 CUDAHY PACKING Co., PRODUCE DEPT., Harris Trust Bldg.
 THEO. CUNY, 320 W. South Water St.
 DAUBER BROS., 1132-1134 Fulton Market.
 JNO. R. DEISHER Co., 954 Fulton Market.
 DITTMANN & Co., 125 N. Union St.
 W. F. DRENNAN & Co., 25 W. Kinzie St.
 JOSEPH DUSEK Co., 726 W. Randolph St.
 WM. EBELING, 702 W. Randolph St.
 M. H. EICHENGREEN & Co., 227 N. LaSalle
 ELLIOTT & MCGARRAGHY, 29 W. Kinzie St.
 HARRY H. FIELD & Co., 208 N. Wells St.
 FINNERMAN BROS., 320 W. So. Water St.
 FORD-GUSTAVSON & Co., 192 N. Clark St.
 PETER FOX SONS Co., 1122-24 Fulton Market.
 GALLAGHER BROS., 165 W. South Water St.
 ALEXANDER GETZ, 1016-1022 Fulton Mkt.
 GETZ & BRODSKY, 326 W. So. Water St.
 I. J. GINSBERG, 192 N. Clark St.
 R. GERBER & Co., 327 W. So. Water St.
 GOLDENBERG BROS., 718 W. Randolph St.
 M. & J. GOLDENBERG, 2349 Milwaukee Ave.
 MOSES GRAY & Co., 160 W. So. Water St.
 J. H. GREENHALGH & Co., 4403 Sheridan Rd.
 GRIDLEY MAXON Co., 25 W. So. Water St.
 GUGGENHEIM BROS., 916 Fulton Market.
 F. M. HEGGIE, 208 N. Wells St.
 A. F. HEIDKE & SONS, 845 Fulton St.
 FRANK G. HELLMAN, 945-947 Fulton Mkt.
 J. E. HUGO HEMMAN & Co., 225 W. South Water St.
 J. S. HOFFMAN COMPANY, 219-221 N. Franklin St.
 HOLLAND BUTTER Co., 121 W. Austin Ave.
 W. G. HOWARD & Co., 229 N. Wells St.
 HUNTER WALTON & Co., 35 W. Kinzie St.
 S. KATZ & Co., INC., 208 No. Wells St.
 KEAN & STRYKER, 716 W. Randolph St.
 S. LOVE KELLEY, 192 N. Clark St.
 F. J. L. KOLB, c/o Great A. & P. Tea Co., 2101 W. 39th St.
 GEO. T. KRUSE & Co., 708 W. Randolph St.
 A. S. KUHN Co., 208 N. Wells St.
 H. & J. LEPMAN, INC., 208 N. Wells St.
 I. H. MARKS POULTRY Co., 208 N. Wells St.
 MAX MALTER Co., 816 W. Randolph St.
 MAURICE MANDEVILLE, 160 N. Market St.
 WOLF MALTER, 910 Fulton Market.
 R. MANGAN & Co., 819 W. Randolph St.
 JOHN V. MCCARTHY Co., 136 W. Lake St.
 C. E. McNEILL & Co., 325 W. So. Water St.
 MERRILL & ELDREDGE, 160 N. Market St.
 GEO. MEYER & Co., 228 W. South Water St.
 JOS. T. MILNARIK, 136 W. Lake St.
 W. S. MOORE, 206 N. Wells St.
 A. M. MULLIN, 303 W. So. Water St.
 MUTUAL PRODUCE Co., 922 Fulton St.
 MURMANN & KARSTEN, 222 W. So. Water St.
 NATIONAL PROD. Co., 208 N. Wells St.
 AD. NEWMAN & SON, 4420 S. Ashland Ave.
 NAOMI PRODUCE Co., 309 W. So. Water St.
 NORTH-WEST PRODUCE Co., 834 No. Racine Ave.
 O'HEARN & SHERMAN, 64 S. Water St.
 O. W. OLSON Co., 136 W. Lake St.
 THOS. E. O'NEILL Co., 218 N. Wells St.
 OSTROWSKY & SIMKIN, 206 W. So. Water St.

MORRIS OVSON Co., 30 N. Green St.
 OXLEY & RICHTER Co., 208 N. Wells St.
 POLMAN & TERRY, 216 W. So. Water St.
 PRESSBURGER & OLDENBURG, 706 W. Randolph St.
 G. W. RANDALL & Co., 211 W. South Water St.
 B. W. REDFEARN, 208 N. Wells St.
 HARRY H. REDFEARN & Co., 208 N. Wells St.
 A. S. ROE & Co., 208 N. Wells St.
 ED. RUEB & Co., 703 W. Randolph St.
 M. P. RUTLEDGE, 1111-1113 Fulton Market.
 JOHN SANDER, 1053-1055 W. Lake St.
 SCHRIEBER & FALKER, 136 W. Lake St.
 SCHWEIZER COMMISSION Co., 654 W. 63rd St.
 JOHN M. SHAWHAN, 136 W. Lake St.
 GEO. S. SLOAN & SONS, 62 W. So. Water St.
 SNYDER, HARRY, Co., 223 W. So. Water St.
 F. J. SOKOL, 208 N. Wells St.
 SONENBLICK & SHAPIRO, 207 W. So. Water St.
 SPANGENBERG & Co., 48 W. Kinzie St.
 STANDARD COMMISSION Co., 329 W. So. Water St.
 STEFFEY BROS., 118 W. So. Water St.
 FRANK SWEENEY, 192 N. Clark St.
 E. B. TEETS & Co., 322 W. So. Water St.
 ED. TERMAN & Co., 321 W. So. Water St.
 TITMAN EGG Co., INC., 400 N. Elizabeth St.
 JOHN R. TYLER Co., 208 N. Wells St.
 M. UHLMANN & Co., INC., 171 W. So. Water St.
 A. T. ULLMANN Co., 1014 Fulton St.
 WASKOW BUTTER Co., 346 W. So. Water St.
 WATSON & KELLEY, 320 W. South Water St.
 C. H. WEAVER & Co., 67 W. South Water St.
 WEINBERG BROS. & Co., 1052-54 Fulton Mkt.
 WENDEL & BRIGGS, 951 Fulton Market.
 O. E. WHITCOMB & SON, 210 W. South Water St.
 J. H. WHITE & Co., 955 Fulton Market.
 W. T. S. WHITE, c/o Morris & Co., U. S. Yards.
 WILSON & Co., Prod. Dept., U. S. Yards.
 HENRY YESEN & Co., 207 N. Wells St.
 ZAMBRENO BROS. & Co., 918 Fulton St.
 ZIMMERMANN & SMITH, 336 W. So. Water St.

INDIANA

ADAMS PRODUCE Co., 203 S. Main St., Rushville.
 ATLAS PRODUCE Co., Lafayette.
 J. E. BEYER, Rochester.
 BAREFOOT PRODUCE COMPANY, Cowan.
 BLOOMFIELD ICE & PRODUCE Co., Bloomfield.
 E. E. BOGAN Co., Goodland.
 E. BRAUDE, Silver Lake.
 L. J. BRETZ, Huntingburg.
 CLOVER LEAF CREAMERIES, Huntington.
 DEARMIN & Co., Odon.
 DECATUR PRODUCE Co., Decatur.
 L. J. DELUCENAY, Ashley.
 R. L. DITZLER, Huntington.
 FEAR-CAMPBELL Co., Frankfort.
 GEO. FREESE'S SONS, Nappanee.
 FOUNTAIN PRODUCE Co., Veedersburg.
 F. H. GEORGE & Co., 116 W. Columbia St., Ft. Wayne.
 D. W. HARRIS Co., Green's Fork.
 HARRIS-HARDMAN Co., Richmond.
 HAVENS BROS., Ladoga.
 O. L. HOESE, Worthington.

HOUGHLAND & MILLER, Boonville.
 IDEAL POULTRY & PRODUCE Co., Ft. Wayne.
 INDIANA PRODUCE Co., Worthington.
 THE E. R. JAKES Co., Thorntown.
 L. E. JONES, Churubusco.
 J. A. LONG, c/o J. A. Long Co., Portland.
 C. J. LOYD & Co., Greensburg.
 McLANE & Co., Shelbyville.
 MIAMI PRODUCE Co., Peru.
 S. MOSKOWITZ & Co., Evansville.
 MURPHY & Co., Princeton.
 O. OLIVER & SON, Madison.
 THOMAS OWENS, Angola.
 HENRY PFAU, 224 Ninth St., Jasper.
 THE PFEIFFER SALES Co., Logansport.
 RIFFERT BROS., Haubstadt.
 SCHLOSSER BROS., Frankfort.
 SHERMAN WHITE & Co., Ft. Wayne.
 A. B. STAHL, Oakland City.
 VAN BUREN PRODUCE Co., Van Buren.
 J. L. WILLIS & SON, Petersburg.

Indianapolis

INDIANAPOLIS POULTRY Co.
 GEORGE M. RUBIN, 636 Washington Ave.
 THE WADLEY Co., North St. & Canal.

IOWA

AMES PRODUCE Co., Ames.
 A. BAIRD & SON, Lohrville.
 BOOS PRODUCE Co., West Bend.
 BURLINGTON PRODUCE Co., Burlington.
 CENTRAL CITY PROD. Co., Central City.
 CHARLTON & BOWEN, Rolfe.
 CHEROKEE POULTRY Co., Cherokee.
 J. A. CROWTHER, Pocahontas.
 P. M. DAHLEM, Cascade.
 O. ELLINGSON, Webster City.
 C. A. ENGLISH, Ottumwa.
 E. J. FARLEY, Monticello.
 C. ALVIN FOSSE, LaPorte City.
 TYNDALL N. FOSSE, Ridgeway.
 GIST. McDOWELL POULTRY & EGG Co., Spencer.
 M. J. GOODRICH, Strawberry Point.
 GOODRICH & GALLAGHER, INC., Waverly.
 E. C. GRADY, Reinbeck.
 M. & J. R. HAKES, Laurens.
 HALL PRODUCE Co., Sigourney.
 HANFORD PRODUCE Co., Sioux City.
 HANSEN PRODUCE Co., Maquoketa.
 F. H. HATCH Co., Edgewood.
 HAWKEYE PRODUCE Co., Brookdale Ave., Chariton.
 E. B. HIGLEY Co., 409 S. Federal St., Mason City.
 T. M. HOOPER PRODUCE Co., Chariton.
 HURD CREAMERY Co., Council Bluffs, Iowa.
 INDEPENDENCE PRODUCE Co., Independence.
 INDEPENDENT PRODUCE Co., 1801 W. 3rd St., Davenport.
 IOWA CITY PRODUCE Co., Market & Gilbert Sts., Iowa City.
 IOWA GRAIN & PRODUCE Co., Burlington.
 CARL T. IRISH, Montour.
 JENSEN'S CREAMERY Co., Coon Rapids.
 W. E. KEENEY, Clarinda.
 A. R. LOOMIS & SON, Fort Dodge.
 LOVETT & DAVIS PROD. Co., Manchester.
 S. W. MAHON, Sigourney.
 MARSHALLTOWN PRODUCE Co., 213 Market St., Marshalltown.
 MERCHANTS PRODUCE EXCHANGE, Meservey.

J. D. MINIUM, Clear Lake.
 JOHN MORRELL & Co., Ottumwa.
 E. G. MORSE, Mason City.
 NAGLE BROS. POULTRY Co., Marcus.
 MT. PLEASANT PRODUCE Co., Mt. Pleasant.
 J. H. NEIL CREAMERY Co., Tama.
 NEWTON PRODUCE Co., Newton.
 G. W. NICHOLSON & Co., Grand Junction.
 NICKLES & SON, Corydon.
 NORTHERN IOWA PRODUCE Co., McGregor.
 W. L. OGDEN & Co., 305 Pearl St., Sioux City.
 W. B. PARROTT Co., Manning.
 PERFECT PRODUCE Co., Solon.
 PETERSON BROS., 6th Ave. & River Front, Clinton.
 REISMAN Co., Oskaloosa, Iowa.
 W. S. REISTER & SON, Washington.
 FRED REUM & Co., 218 W. Water St., Decorah.
 H. S. RHYNSBURGER, 9th Ave., E., Oskaloosa.
 J. RUSSELL, Winfield.
 ST. ANSGAR PRODUCE Co., St. Ansgar.
 SCHEIDEL PRODUCE Co., Ossian.
 SHOTWELL & Co., Des Moines.
 J. A. SHANNON & SON, Iowa Falls.
 SHELDON PRODUCE Co., Sheldon.
 J. A. SILVER & Co., Stockport.
 R. D. SMITH, Swea City.
 A. P. SONDERGAARD & Co., Mason City.
 UNION PRODUCE Co., Lorimor.
 E. B. WADE, West Liberty.
 WAYNE F. WALLER, Garner.
 WAVERLY PRODUCE Co., Waverly.
 WESCOTT & WINKS, Sumner.
 WILSON SHOTWELL Co., Perry.
 R. W. WINSLER, Moravia.
 WOLDUM PRODUCE Co., Decorah.

KANSAS

M. N. ALEXANDER & Co., Fort Scott.
 BEATRICE CREAMERY Co., Topeka.
 THE BELLE SPRINGS CRY. Co., Abilene.
 THE BLUE VALLEY PACKING Co., Marysville.
 J. E. BREWER, Box 226, Abilene.
 COGHILL COMMISSION Co., Iola.
 CONCORDIA CREAMERY Co., Concordia.
 ELLSWORTH PROD. Co., Ellsworth.
 FARMERS' PRODUCE Co., Burlington.
 J. F. GRENNAN PROD. Co., Garnett.
 HANNA POULTRY & EGG Co., Goffs.
 H. C. HOERMAN, Linn.
 T. JENSEN & BROS., Emporia.
 KANSAS EGG & POULTRY Co., Hillsboro.
 KANSAS ICE & STORAGE Co., Salina.
 A. S. KININMONTH & Co., Winfield.
 LATHAM & SONS, Ottawa.
 M. McMAHON, Beattie.
 MERRITT-SCHWIER CREAMERY Co., Great Bend.
 THE METZ PACKING Co., Concordia.
 PADEN & THOMPSON, Lyons.
 SALINA POULTRY Co., Salina.
 SCANTLIN BROS., Pratt.
 SEYMOUR PACKING Co., Topeka.
 STEWART POULTRY Co., Valley Falls.
 TOPEKA PACKING Co., Topeka.
 A. TROUT, Melvern.
 S. C. WALKER & SON PRO. Co., Smith Center.
 H. G. WARD PRODUCE Co., Glasco.

KENTUCKY

E. BOWERS Co., Paducah.
 N. F. BRENT, Paris.
 DAVIDSON BROS., INC., Glasgow.
 C. G. GAULT PROD. Co., Maysville.
 S. H. GRINSTEAD Co., Lebanon.
 HARRODSBURG ICE & PRODUCE Co., Harrodsburg.
 HAWKINS, SMITH, TOOHEY & Co., Shelbyville.
 S. F. HOLCOMB, Murray. Branches at Hol-low Rock, Tenn., and Parsons, Tenn.
 HULEN-TOOPS Co., Bowling Green.
 MALONEY DAVIDSON Co., 128 E. Jefferson, Louisville.
 MILLER BROS. & Co., Owensboro.
 GEO. P. TAYLOR Co., Burnside.
 ALVA WEST, Mgr. Star Produce Co., Maysville.
 H. WILSON & Co., Fordsville.
 J. P. WRIGHT, Salt Lick.
 HARVEY J. ZWICKER, Gen. Mgr. Frank Fehr Cold Storage Co., Louisville.

LOUISIANA

GOODMAN & BEER Co., INC., 400 Paydras St., New Orleans.
 A. S. KOTZWITZ & Co., 443 S. Peters St., New Orleans.
 JOS. LALA & Co., 534 French Mkt., New Orleans.
 JOS. SAMUEL Co., INC., 327 Paydras St., New Orleans.
 SOUTHLAND PRODUCE Co., 505 Travis St., Shreveport.

MARYLAND

BLATTER BROS., 119 W. Pratt St., Baltimore.
 HENDERSON, LINTHICUM & Co., 3 E. Camden St., Baltimore.
 E. E. HURLBURT, 3 Emerson Tower Bldg., Baltimore.
 ARTHUR MEDWEDEFF, 308 Law Building, Baltimore.
 JOHN POEHLMAN & SONS, 405 N. Washington St., Baltimore.
 ROBINS & Co., 112 South St., Baltimore.
 JOSEPH SMELKINSON, 139 W. Camden St., Baltimore.
 DIXON R. SMITH & Co., 217 Hanover St., Baltimore.
 STEVENS BROS., 226 Charles St., Baltimore.

MASSACHUSETTS

CAMBRIDGE POULTRY Co., Cambridge.
 JAMES L. HUMPHREY, JR., New Bedford.
 GENERY STEVENS Co., Worcester.

Boston

ADAMS, CHAPMAN Co., 37 N. Market St.
 ALLEY GREEN & PIPE Co., 3 and 4 N. Market St.
 S. K. AMES, 168 Milk St.
 I. H. BALLOU & Co., 75 S. Market St.
 BARTLETT VARNEY & Co., 21 N. Market St.
 BATCHELDER & SNYDER Co., 49 Blackstone Street.

BOLTON & HICKS, 21 Merchants Row.
 BORST PIERCE Co., 9 Blackstone St.
 ALTON E. BRIGGS, Faneuil Hall Market.
 BRYANT & ORDWAY Co., 1 So. Side Faneuil Hall Market.
 S. L. BURR & Co., 74 So. Market St.
 CHAMBERLAIN & Co., INC., 25 S. Market St.
 CHAPIN & ADAMS Co., 35 S. Market St.
 HAROLD E. CORSON, Faneuil Hall Market, Fruit & Products Exchange.
 C. R. CORWIN Co., Faneuil Hall Market.
 CRAIG HAPGOOD Co., INC., 39 S. Market St.
 ARTHUR E. DORR & Co., 12 North St.
 EASTERN BUTTER Co., 15 John St.
 EASTERN POULTRY & EGG Co., 77 Fulton St.
 J. R. ELLIS & SON, 50 S. Market St.
 G. A. FALES Co., 25 N. Market St.
 JOHN H. FARNUM & SON, 65 Clinton St.
 FOWLE, HIBBARD Co., 176 State St.
 GOLDSMITH-STOCKWELL Co., 27 S. Market Street
 GREEN & Co., 80 S. Market St.
 WM. J. HAIRE Co., 30 S. Market St.
 HILTON & ALDRICH Co., 40 S. Market St.
 RALPH H. HOSMER, 10-16 Faneuil Hall Mkt.
 H. A. HOVEY & Co., 30 Faneuil Hall Mkt.
 HYDE-WHEELER Co., 39-41 Commercial St.
 THE H. J. KEITH Co., 72 S. Market St.
 J. F. KIMBALL Co., 31 N. Market St.
 LAMSON & Co., 13 Blackstone St.
 G. M. D. LEGG Co., 33 S. Market St.
 LEWIS, MEARS Co., 33 S. Market St.
 A. & O. W. MEAD & Co., 35 N. Market St.
 A. E. MILLS & SON, 27 Commercial St.
 CHAS. E. MILLS, 19 Boston Fruit & Produce Exchange.
 PATCH & ROBERTS, 17 N. Market St.
 P. F. QUINN, 31-33 Merchants Row.
 RADLO BROS. Co., 21-23 S. Market St.
 L. A. ROGERS Co., 70 S. Market St.
 B. RUTSTEIN & SONS Co., 105 Fulton St.
 R. W. SAWTELLE, 16 Boston Fruit & Pro. Ex.

SMILEY BROS., 5 Blackstone St.
 A. M. SMITH & Co., 31 Commercial St.
 STANDARD POULTRY & EGG Co., 37 Fulton St.
 CHAS. H. STONE & Co., 61 Chatham St.
 THORNDIKE & GERRISH Co., 19 N. Market Street.
 TITMAN EGG Co. OF MASSACHUSETTS.
 A. VALENTE & Co.
 T. H. WHEELER Co.
 E. E. WILSON Co., 7 Blackstone St.
 W. F. WYMAN & Co., 4 Faneuil Hall Mkt.

MICHIGAN

CADILLAC PRODUCE Co., Cadillac.
 THE N. A. HOBAN Co., 114-116 W. 1st Ave., Flint.
 HUGH M. HURD, Eaton Rapids.
 IONIA EGG & POULTRY Co., Ionia.
 KENT STORAGE Co., Grand Rapids.
 ROBT. PARK, Caro.
 J. T. RIDLEY, Greenville.
 WILLIAMSON BROS., Tecumseh.

Detroit

ALDERSON-HUARD Co., 480 Riopelle St.
 AMERICAN BUTTER & CHEESE Co., 480 Howard Ave.
 BENTLEY PRODUCE Co., 153 Monterey Ave.

CLARENCE J. CHANDLER, 1640 Penobscot Bldg.
 GEO. L. COLLINS & Co., 30 Market St.
 DETROIT BEEF Co., 1903 Adelaide St.
 DETROIT BUTTER & EGG Co., 4301 Dequindre.
 GEO. R. ELDRIDGE Co., 2656 Eighteenth St.
 FALTIS POULTRY MARKET, 54 W. Elizabeth Street.
 GESSNER PRODUCE Co., Eastern Market.
 HARRIS & THROOP, 777 Michigan Ave.
 J. W. KEYS COMM. Co., 2478 Riopelle St.
 C. H. LAHUE & Co., Eastern Market.
 F. J. SCHAEFFER & Co., 1462 E. High St.
 SCHILLER BUTTER & EGG Co., 654 Jos Campau.
 SMITH POULTRY & EGG Co., 26 Western Market.
 A. F. THIBODEAU & Co., 492 Howard Ave.
 TONER COMMISSION Co., 480 Riopelle St.

MINNESOTA

BACKMAN PRODUCE Co., Waterville.
 BENSON PRODUCE Co., Benson.
 BRIDGEMAN-RUSSELL Co., Duluth.
 CENTRAL MINN. PRODUCE Co., Willmar.
 E. B. DAVIS & Co., Spring Valley.
 DULUTH CREAMERY & PROD. Co., 7th Ave. W. & R. R. St., Duluth.
 SEYMOUR L. FOSSE, Lanesboro.
 HUTCHINSON PRODUCE Co., Hutchinson.
 JOHNSON PRODUCE Co., Kokato.
 F. J. KASPER Co., 310-312 N. Cedar St., Owatonna.
 LE ROY PRODUCE Co., Le Roy.
 LEVINE BROS., Duluth.
 LITCHFIELD PRODUCE Co., Litchfield.
 JOHN LYNARD, Owatonna.
 H. M. NOACK & SONS, Arlington.
 NO. AMERICAN CRY. Co., Alexandria.
 NORTHERN COLD STG. & WHSE. Co., Duluth.
 PETERSON BIDDICK Co., Wadena.
 JOSEPH J. SCHATZ, Montgomery.
 J. W. SILL, Belgrade.
 STEUBE BROS., 118 N. Main St., New Ulm.
 STORK BROS., New Ulm.
 SUNDE & ROMINE, New Richland.
 GEO. D. TRACY, Tracy.
 WILLIAMS PRODUCE Co., Fergus Falls.
 WORTHINGTON CREAMERY & PROD. Co., Worthington.

Minneapolis and St. Paul

BOYD & HILBERT, 22 Central Mkt., Minneapolis.
 R. E. COBB Co., St. Paul.
 JACOB E. DECKER & SON, 513 Third Ave. N., Minneapolis.
 DE SOTO CRY. & PROD. Co., Minneapolis.
 EDWARDS BROS., 119 Sixth St., Minneapolis.
 FAIRFAX PRODUCE Co., 420 N. Third Ave., Minneapolis.
 J. H. KERSTEN & Co., 204 Market State Bank Bldg., Minneapolis.
 KLINGELHUTZ & MARTINSON, 121 N. 6th St., Minneapolis.
 MEAGHER & PARSONS, 5th St. North, Minneapolis.
 ROSS C. MORFORD, Market State Bank Bldg., Minneapolis.
 NORTHERN PRODUCE Co., St. Paul.
 J. W. PERRIN & SON, 29 Central Market, Minneapolis.
 SAMELS BROS. Co., Minneapolis.
 J. W. SHARPE, Minneapolis.
 TILDEN PROD. Co., St. Paul.

MISSISSIPPI

REX PRODUCE Co., Myrtle.

MISSOURI

BLATTNER BROS. MERC. Co., Wellsville.
 A. F. BROCKMAN, Concordia.
 BROWNING FARMERS CLUB, Browning.
 W. L. DAVENPORT Co., 219 N. Jefferson St., Mexico.
 J. H. DUNN, Meadville.

W. C. ELLIS, Mountain Grove.
 GOODWIN & JEAN, Jackson.
 R. F. GRIFFITH, Fulton.
 HENDERSON'S PRODUCE Co., Monroe City.
 J. V. KESTERSON, Odessa.
 KUHN BROS. MERC. Co., Troy.
 W. D. LAW, Springfield.
 D. N. LIGHTFOOT & SON, Springfield.
 LINDLEY-BUSTER PROD. Co., Inc., Bucklin.
 MACON PRODUCE Co., Macon.
 W. B. McLAIN & SON, Higginsville.
 J. H. MIKEL BRO. & Co., South Gifford.
 C. S. MILLER PRODUCE Co., Neosho.
 MISSOURI EGG & POULTRY Co., Box 164, Sedalia.
 E. OLIN & SON, 112 E. Lexington St., Independence, Missouri.
 RALLS COUNTY MERCANTILE Co., Center.
 S. D. RARDIN, JR. & Co., Ridgeway.
 J. I. REED & SON, Bolivar.
 C. L. RHODES PROD. Co., Springfield.
 E. F. ROBERTS, Queen City.
 A. W. VANDERFORD, Clinton.
 A. B. WILKERSON, Aurora.
 WILLOW SPRINGS CRMY. Co., Willow Sprgs.

St. Louis

AMERICAN EGG & POULTRY Co., 501 N. 3rd St.
 H. B. BEATY, 408 Franklin Ave.
 BOHN-LENARTZ COM. Co., 714 N. 4th St.
 HY BOMZE, 817 N. Third St.
 HENRY BROEDER'S SONS COM. Co., 813 N. Third St.
 E. J. CRAMER COMMISSION Co., 709 N. 3rd St.
 DICKSON & SONS, 837 N. Third St.
 A. A. EASTON Co., Inc., 931 N. Broadway.
 ENTERPRISE COMMISSION Co., 925-927 N. Broadway.
 BRUNO FRANZ SONS, 919 N. Broadway.
 OSCAR B. FRANZ COM. Co., 417 Morgan St.
 WALTER B. FRANZ & Co., 810 N. Fourth St.
 JOHN FREY & Co., 420 Wash St.
 FRISCO COMMISSION Co., 800 N. Fourth St.
 GREENLEE PRODUCTS Co., Lewis & O'Fallon Sts.
 FRED HEGER, 419 S. Franklin Ave.
 THE HICKEL Co., 1018 N. Broadway.
 HILMER COMMISSION Co., 822 N. Third St.
 HOFMANN BROS. PRODUCE Co., 700 N. 2nd St.
 H. W. KUEHAUS, 419 Franklin Ave.
 B. LANDAUER, 907 N. Fourth St.
 LOPATO BIERMAN COM. Co., 811 N. Third St.
 E. L. LYNCH POULTRY Co., 807 N. 4th St.
 CHAS. P. MANN & Co., 713 N. 3rd St.
 ARNOLD MATTER COM. Co., 704 N. 4th St.
 E. B. MCKEE COMMISSION Co., 717 N. 3rd St.
 McLAIN-ALCORN COM. Co., 701 N. 3rd St.
 MEYER BROS. COMMISSION Co., 816 N. 3rd St.
 NIEMEYER-BUCHMUELLER COM. Co., 816 N. 3rd St.
 FRANK J. OECHNER, 1109 N. Third St.
 PROGRESSIVE COMMISSION Co., 803 N. 3rd St.
 J. W. RAGLAND COMMISSION Co., 415 Wash. St.
 A. A. REHBEIN, 220 Market St.
 GEO. F. RICKER & Co., 716 N. 2nd St.
 A. M. ROBINSON & Co., 714 N. 3rd St.
 ST. LOUIS BUTTER Co., 821 N. Third St.
 SCHEITLIN & HOFFMAN, 820 N. Third St.
 L. J. SCHULTE COM. Co., 824 N. Third St.
 SCHUMACHER COMMISSION Co., 700 N. 3rd St.
 UHRIG BROS., 812 N. Fourth St.
 BURT WOODSON COM. Co., 933 N. Broadway.
 DAVE WURTH COMMISSION Co., 809 N. 3rd St.
 GEO. WURTH COM. Co., 710 N. Third St.
 ZELLE BROS. PROV. & COM. Co., 702 N. 3rd St.

Kansas City

AARON POULTRY & EGG Co.
 J. M. ADAMS, 319 Produce Exchange Bldg.
 C. J. AUS, 211 Produce Exchange Bldg.
 A. W. BEAR COM. Co., 117 E. Fourth St.
 RALPH HURST & Co., 115 E. Fourth St.
 S. J. HURST, 515 Grand Ave.
 MERIDEN CREAMERY Co., 21st and Central Sts.
 J. W. REYNOLDS, Prod. Exchange Bldg.
 CARL C. STENTZ, 203 Produce Exchange Bldg.
 SPENCER PRODUCE Co., 14 West 4th St.

MONTANA

HENNINGSEN PRODUCE Co., Butte.

NEBRASKA

ALMA PRODUCE Co., Alma.
 HENNINGSEN PROD. Co., Superior.
 C. MOZER, Box 495, Lincoln.
 NELSON BROS. POULTRY Co., Lincoln.
 NORFOLK POULTRY Co., 403 N. 3rd St., Norfolk.
 THOMASSEN PRODUCE Co., Humphrey.
 WAHOO PRODUCE Co., 301 East 5th St., Wahoo.
 YORK PRODUCE Co., York.

Omaha

GEO. E. CLARK, 1327 W. O. W. Bldg.
 FAIRMONT CRY. Co., 12th & Jones Sts.
 THE JERPE COMMISSION Co., 422 11th St.
 KIRSCHBRAUN & SONS, INC., 9th and Dodge Sts.
 OMAHA COLD STORAGE Co.

NEW JERSEY

AMMON & PERSON, 4th and Henderson Sts. Jersey City.
 M. AUGENBLICK & BRO., 16 Commerce St., Newark.
 C. E. BARKER & Co., 38 Commerce St., Newark.
 ROBT. L. BEYER, 1915 Atlantic Ave., Atlantic City.
 COLUMBIA CHEESE Co., 85 Commerce St., Newark.
 DEBOW & Co., 32 Commerce St., Newark.
 BARNETT GABRIEL, c/o Great Atlantic & Pacific Tea Co., Jersey City.
 GUARANTY EGG CORPORATION, 108 Sylvan Ave., Newark.
 GERHARD & PAGELS, 218 N. Willow St., Trenton.
 GUDE & COLE, INC., 102 Mulberry St., Newark.
 ADAM HEBELER & Co., 46 Commerce St., Newark.
 GUS LUDWIG, c/o Great A. & P. Tea Co., Jersey City.
 WILKINSON, GADDIS & Co., 85 Parkhurst Newark.

NEW YORK

DAVIS & PELTON, 152 Baldwin St., Elmira.
 SAMUEL C. DUFF & SON Co., 1119 E. Fayette St., Syracuse.
 THE LAWLOR & CAVANAUGH Co., Troy.
 JOS. A. MINST, 359 Broadway, Albany.
 EDWARD D. VINAL, 202 North West St., Syracuse.
 WM. S. RILEY Co., Scott Place, Rochester.
 W. J. SKILLICORN, Albany.
 WHITNEY & EMERY, 113 Ardmore St., Rochester.

Buffalo

BREDENBERG BROS., 96 W. Market St.
 BUFFALO BUTTERINE Co., 171 Perry St.
 RAYMOND S. CLUM, 101 Columbia St.
 JACOB DOLD PACKING Co., 745 William St.
 THE FAIRMONT CREAMERY Co.
 GOLDSTEIN & LIPPMAN, 165 Scott.
 HICKMAN & COWARD, 150 Michigan Ave.
 F. W. JEHLE, 155 Washington Mkt.
 CHAS. E. ROESCH, 10 Broadway Mkt.

SATULOFF BROS., 145 Michigan St.
F. F. STONE, 98 W. Market St.
WALTER A. TUTTLE, 55-57 E. Market St.
J. M. WATTLES & SON, 152 Michigan St.
FRANK E. WATTLES & BRO.
WAX & SUGARMAN, 159 Michigan St.
W. M. C. WILL, 163 Scott St.
WILL & ZAEFFEL, 59 E. Market St.

New York City

C. F. ADAMS & Co., 13 Harrison St.
ALBERT & GERBER, 315 Greenwich St.
E. S. ALPAUGH & Co., 18 Bloomfield St.
ARMSTRONG & HESSE, 330 Greenwich St.
HARRY ATLAS, 360 Greenwich St.
JUAN A. BABCOCK, 168 Duane St.
E. R. BALZER, 220 Greenwich St.
F. C. BARGER & Co., 158 Franklin St.
H. BEHRMAN & SONS, 366 Washington St.
BERMAN & BAEDCKER, Inc., 28 Thirteenth Ave.
NATHAN BLACKMAN, 362 Greenwich St.
DANIEL P. BOEHM, Inc., 331 Washington St.
JOHN H. BORGER & Co., 134 Reade St.
C. M. BRITTEN, 22 Harrison St.
GEO. G. BROWN, W. Washington Mkt.
S. S. BROWN Co., 43 Jay St.
BROWN & ROOT Co., 165 Reade St.
BRYAN DUVAL Co., Inc., 105 Hudson St.
C. T. BULLARD & Co., 171 Duane St.
BUTTS & MILLER Co., 325 Washington St.
CENTRAL GROCERY Co., 150 Reade St.
CHELSEA LIVE POULTRY Co., 39 Loew Ave.
CHAS. COLLINS Co., 1 13th Ave.
COLONIAL BUTTER & Egg Co., Greenwich St.
GEORGE COOK, JR., 329 Washington St.
F. M. COUGHLAN & SON, 172 Duane St.
GEO. E. CUTLER, 331 Greenwich St.
ANDREW DAVEY, Inc., 5 E. 134th St.
CHARLES DEUTSCH, 319 Greenwich St.
DE WINTER & STEWART, Inc., 321 Washington St.
DROSTE & SNYDER, 177 Duane St.
DU MOND & FELTEN, Inc., 325 Washington St.
N. DURHAM & SONS, 313 Washington St.
LEWIS EBERT & SONS, 151 Reade St.
EGBERT & CASE, 11 Jay St.
W. W. ELZEA, Inc., 327 Washington St.
THE ENGEL Co., 123 Barclay St.
ENYARD & GODLEY, Inc., 171 Duane St.
FARMERS COMMISSION HOUSE, 27 Harrison St.
FICKEN, COFFIN & Co., 168 Duane St.
FITCH, CORNELL & Co., 16-18 Jay St.
SAMUEL FLECK & Co., Inc., 48 Bloomfield St.
JULIUS FLEISCHL, 514 Westchester Ave.
J. C. FORD & Co., Inc., 368 Greenwich St.
FOX RIVER BUTTER Co., 78 Hudson St.
I. FOX SONS, Inc., 194 Green Place, Brooklyn, N. Y.
SOL. FRANKEL, W. Washington Mkt.
J. GEWIRTZ, 303 E. 4th St.
GOTTFRIED-MARSHALL Co., 142½ Reade St.
A. GROSSMANN & Co., 153 Reade St.
GUDE BROS., KIEFFER Co., 21 Jay St.
H. HAGEN & Co., 81 N. Moore St.
HANCE BROS. Co., W. Washington Mkt.
W. H. HENNEBERGER, Inc., 329 Greenwich St.
JOSEPH J. HEROLD, 17 Harrison St.
GEORGE F. HINRICHS, Inc., 341 Washington St.
W. M. J. HINRICHS, 423 W. 14th St.
HODUPP EVANS COMPANY, Inc., 7 Harrison St.
W. M. G. HOLLROCK, 359 Greenwich St.
AD. HONIGSBERG & Co., 300 Greenwich St.
CHAS. B. HOVEY, W. Washington Mkt.
JEWELL BROS., W. Washington Mkt.
JEWELL KOENIG & Co., W. Washington Mkt.
T. W. JOHNSON, 361 Washington St.
HUGO JOSEPHY & SONS, 448 West 14th St.
BENJ. KALMANSON, 310 Greenwich St.
KASSEL POULTRY Co., W. Washington Mkt.
J. J. KILCOYNE Co., Inc., 148 Reade St.
J. M. KLEIN, 329 Washington St.
KOSSAR & Co., W. Washington Mkt.

CHRISTIAN H. KOSTER, 863 Washington St.
KURTIN & KURTIN, 305 Greenwich St.
LAMBLY & ALPAUGH, 18 Harrison St.
LASS & COHEN, 450 W. 14th St.
GUSTAV F. LAWRENCE, 6 Harrison St.
LEWIS MEARS Co., 127 Reade St.
FREDERICK F. LOWENFELS, 348 Greenwich St.
W. B. LUNN'S SONS, 304 Greenwich St.
W. H. MAPES, 137 Reade St.
THOS. J. MAY Co.
FRANK A. MCGRAIL Co., Inc., 139 Reade St.
C. F. MCGUIRE, 13 Harrison St.
A. E. MCMULKIN, 201 Franklin St.
CHAS. P. MECABE & SON, 17 Jay St.
SAMUEL MIERFELD, 3 Harrison St.
J. W. MELONEY Co., Inc., 339 Greenwich St.
ALEX MERSEL, 191 Duane St.
MOTTUS BROS., W. Washington Market.
SAM NAGLE, W. Washington Market.
J. NARZISENFELD, 24-26 Harrison St.
I. NEUGEBOREN & SONS, 19 Harrison St.
NEW YORK BUTTER PACKING Co., 171 Duane St.
JAS. N. NORRIS, W. Washington Mkt.
FRED D. OETJEN, 339 Washington St.
B. W. OTIS & Co., W. Washington Mkt.
A. PAUL, JR., & Co., West Washington Mkt.
W. M. WALLIS PEARSON, 45 Grace St.
H. T. POND Co., 361 Washington St.
C. L. POOLE & Co., 15 Harrison St.
I. C. POPPER, 171 Duane St.
S. A. RAUSCH, 334 Greenwich St.
W. E. READ Co., Inc., 360 Washington St.
G. M. RITTENHOUSE & Co., 23 Jay St.
S. ROSENFELD Co., 49 Chambers St.
HARRY ROSENSTEIN, Inc., W. Washington Market.
M. ROTH & Co., 185 Duane St.
THOS. H. ROULSTON, 101 Ninth St., Brooklyn.
JOHN H. RUSCH, 188 Duane St.
SAAL BROTHERS, 181 Duane St.
CHESTER E. SAXTON Co., Inc., 11 Harrison St., N. Y. C.
JOHN SCHOLL & BRO., 147 Reade St.
C. SCHULTZ, Inc., 32 Jay St.
LOUIS J. SCHWAB, W. Washington Mkt.
NATHAN SCHWEITZER Co., 409 W. 14th St.
SECKEL & KIERNAN, 361 Greenwich St.
R. B. SHIMER & Co., 332 Washington St.
A. SILZ, 416 W. 14th St.
STEERS & MENKE, West Washington Mkt.
H. E. STOUT Co., 317 Washington St.
J. D. STOUT & Co., 19 Jay St.
JOSEPH SULTAN, 148 Reade St.
B. TITMAN Co., 94 N. Moore St.
GEORGE TRACHTENBERG, 360 Greenwich St.
CHAS. TRAUTMANN Co., 28 Division St., Jamaica, L. I.
TRELEASE & UNDERHILL, 333 Greenwich St.
W. HARRY ULLMAN & BRO., 216 Franklin St.
EDWARD M. VOSBURGH, 133 Reade St.
S. & W. WALDBAUM, 140 Reade St.
CHARLES WERNER, 35 Loew Ave.
SAMUEL WERNER, W. Washington Mkt.
WESTERN COMMISSION Co., West Washington Market.
D. W. WHITMORE & Co., 10 Harrison St.
WIESENFELD & OSHINSKY, 40 Harrison St.
J. W. WILLIAMS, W. Washington Mkt.
HYMAN WITTNER, 318 Greenwich St.
WRIGHT & WINSOR, 12 Harrison St.
ZENITH BUTTER & EGG Co., 170 Duane St.
ZIMMER & DUNKAK, 173 Duane St.

NEW ZEALAND

R. L. WOODHOUSE & Co., Ferry Bldgs., Auckland.

NORTH DAKOTA

BRIDGEMAN-RUSSELL Co., Grand Forks.
MANDAN CRY. & PRODUCE Co., Mandan.

OHIO

ATHENS POULTRY & PRODUCE Co., Athens.
BEMISDERFER Co., 31 E. Market St., Tiffin.
BYRON L. BOND, Edon.
THE BROWNELL SONS Co., 123 E. Spring St., Columbus.
O. I. CLEVINGER, 198 Prospect St., Marion.

COE BROTHERS, Albany.
ELMORE PRODUCE Co., Elmore.
FOSTORIA CREAMERY Co., 404 S. Union St., Fostoria.
CHAS. C. FROMFIELD, 1101 E. Main St., Van Wert.
THE GRAY & WHITE Co., Tiffin.
GREENFIELD PACKING Co., Greenfield.
GRIFFIS PRODUCE Co., Delphos.
W. T. HARRIS & SON, Kenton.
W. M. HERTEL, JR., Van Wert.
HICKSVILLE PRODUCE Co., Hicksville.
H. B. HOLE, Greenville.
I. J. KISSELL, Columbus Grove.
H. LITTLE & SONS, 434 S. Fifth St., Upper Sandusky.
LUCAS PRODUCE Co., Leipsic.
W. M. McELROY, Manchester.
MALKIN CREAMERY Co., 224 W. Boardman St., Youngstown.
MILLER BROS. Co., Fremont.
J. E. PARKER Co., Eaton.
J. E. ROADS, N. West St., Hillsboro.
ROCK ISLAND BUTTER Co., Toledo.
HOMER C. SMITH, Centerville.
STORER BROS. Co., Ada.
A. L. STOUT, West Mansfield.
WHITE MOUNTAIN CREAMERY Co., New Bremen.

Cincinnati

FRED H. BLOME, JR., c/o Blome-Dreifus Co., 4149 Forest Ave.
C. EBERLE SONS Co., Cor. 6th, Plum and George Sts.
FLATAW RILEY Co., 42 Walnut St.
GOYERT & VOGEL EGG & PTY. Co., 49 Walnut St.
B. L. HUMBERT, 21 Masonic Temple.
JOHN V. KISKER & Co., 11 Main St.
A. F. KOLB, 134 W. Court St.
LETT & Co., 48 Walnut St.
THE PETERS POULTRY Co., 104 W. Court St.
DAVID RINDSBERG & Co., 38 Walnut St.
SIMMONS & NORRIS, 3-9 W. Water St.
E. B. WRIGHT & SON, 19 Walnut St.

Cleveland

THE ARNOLD CREAMERY Co., 701 Woodland Ave.
THE BRANDT Co., Sheriff St. Market.
BROOKHART POULTRY Co., 754 Broadway.
THE BRUNDAGE Co., 606 Broadway.
THE CHAPMAN Co., 575 Broadway.
COTTAGE CREAMERY Co., 505 Woodland Ave.
G. O. DAVIS, 735 Central.
THE A. R. DUNCAN, JR., Co.
FISHER BROS. Co., 2323 Lakeside Ave.
LIBERTY POULTRY Co.
JOSEPH LICHTLE & Co., 676 Broadway.
W. H. MANN & Co., 653 Broadway.
D. MARTIN Co., 630 Broadway.
JOSEPH N. PIERSON, 822 Broadway.
E. H. PUTT & SON POULTRY Co., Sheriff St. Market.
TELLING-BELLE VERNON Co., 7100 Clark Ave.

OKLAHOMA

H. BRADBURY, Shattuck.
FARMERS' PRODUCE Co., C. O. Smith, Mgr., Anadarko.
CHICKASHA HIDE & PRODUCE Co., 205 S. Second St., Chickasha, Okla.
CHOCTAW PRODUCE Co., Hugo.
FARMERS' PRODUCE Co., Clinton, Okla.
GUTHRIE PRODUCE Co., Guthrie.
LIEBERMAN PRODUCE Co., 315 E. Grand, Oklahoma City.
MADILL PRODUCE Co., Madill.
MCCOY PRODUCE Co., Westville.
OKLAHOMA HIDE & PRODUCE Co., Altus.
J. M. PATTON, c/o Lawton Poultry Co., Lawton.
W. D. WRIGHT PRODUCE Co., Oklahoma City.

OREGON

ESTES-DIXON Co., 105 Front St., Portland.
PACIFIC COOPERATIVE POULTRY PRODUCERS, Portland.

PENNSYLVANIA

W. J. CRAIG, 1716 Penn Ave. Pittsburgh.
 EGERMANN COMMISSION Co., 2123 Penn Ave., Pittsburgh.
 FISHER BROS. Co., 1130 Franklin St., N. S., Pittsburgh, Pa.
 IRON CITY PRODUCE Co., Inc., 56-60 Twenty-first St., Pittsburgh.
 CLARENCE C. LEE, 726 Tenth St., Oakmont.
 W. S. LEE & SON, 1300 7th Ave., Altoona.
 A. B. MARCUS, 48 Eighteenth St., Pittsburgh.
 McCANN & Co., 413 Market St., Pittsburgh.
 G. A. SAMUELS, 109 Water St., Pittsburgh.
 DAVID SPRUKS Co., Spruce and Franklin, Scranton.
 TAYLOR FOOD PRODUCTS Co., New Castle.
 TECH FOOD PRODUCTS Co., Wainwright Cold Storage, 3340 Liberty St., Pittsburgh.

Philadelphia

AETNA BUTTER Co., 204 Callowhill St.
 HAROLD R. AIKEN, 128 N. Delaware Ave.
 ALMAR STORES Co., 919 N. Front St.
 THE AMERICAN STORES Co., 412 Noble St.
 BEYER & Co., Inc., 235 Callowhill St.
 BICKEL & MILLER, 322 S. Front St.
 A. F. BICKLEY & SON, 520 N. Second St.
 BOSSLER & COMPANY, 7 S. Water St.
 R. A. BOWERS Co., 9-11 N. Water St.
 P. F. BROWN & Co., 43 S. Front St.
 S. WALTER BROWN, 33 S. Front St.
 H. L. BURTON, 7 S. Front St.
 CHABROW BROS., 24 S. Front St.
 CRAWFORD & LEHMAN, 31 S. Water St.
 SAMUEL S. DANIELS, Sec'y, Philadelphia Pro. Exch., Philadelphia, Pa.
 C. M. DRAKE & Co., 19 S. Water St.
 EDSON BROS., 110-112 Dock St.
 T. T. ELLIS & SON, 24-26 S. Water St.
 J. G. HALDEMAN & BRO., 2918 Market St.
 A. R. HEISEY, Second and Callowhill Sts.
 C. G. HEYD & Co., 25 S. Water St.
 JOHN J. HITSCHLER & SON, 1221 South St.
 JOHN JAMISON Co., 3 and 5 South Water St.
 BERTRAM L. KIMBALL, 19 S. Water St.
 JOHN J. McDONALD Co., 13 S. Water St.
 NATHAN L. MEDWEDEFF, 33 S. Front St.
 CHARLES J. MEIER, 10 N. Dearborn Ave.
 J. M. MORRIS Co., 202 S. Second St.
 JOHN S. MORRIS & Co., 27 S. Water St.
 NICE & SCHREIBER Co., 11 S. Water St.
 PARSONS & BRO., 224 Callowhill St.
 GEO. RICE & Co., 409 New Market St.
 RISSER BROS. Co., 214 Callowhill St.
 J. K. SHULTZ & Co., 36 S. Water St.
 P. E. SHARPLESS Co., 813 N. 11th St.
 SHEAFFER & MARVEL, 106 N. Delaware Ave.
 WM. SMITH Co., 14 S. Water St.
 E. S. STACKHOUSE & Co., 17 S. Water St.
 STEPHEN THURBER, 118 Water St.
 A. WACHS, 44 S. Water St.
 J. D. WEISS, 318 S. Front St.
 M. WILDSTEIN, 631 N. Second St.
 J. P. WILSON, 116 Dock St.

RHODE ISLAND

W. W. ALDRICH, Providence.
 COOPER & SISSON, Box 1176, Providence.
 ROY W. PIERCE, 215 Canal St., Providence.
 F. W. WHIPPLE & Co., 99 Canal St., Providence.

SOUTH DAKOTA

BROOKINGS PRODUCE Co., Brookings.
 W. H. BUCK & Co., Madison.
 CLARK CO-OPERATIVE CREAMERY Co., Clark.
 MITCHELL PRODUCE Co., Mitchell.
 SALEM PRODUCE Co., Salem.
 THOMAS & HOARD, Centerville.
 WENK BROS. Madison.
 WIST & SONS, Webster.

TENNESSEE

GEO. M. BROOKS, Martin.
 COLUMBIA PRODUCE Co., 146 2nd Ave., S., Nashville.
 WM. B. FOSTER PROD. Co., Fayetteville.

R. C. GILES, Fourth and First Nat. Bank Bldg., Nashville.
 T. G. IVIE & Co., Murfreesboro.
 MORRISTOWN PRODUCE & ICE Co., Morristown.
 NAIVE-SPILLERS Co., 905 Harrison St., Nashville.
 L. RAUCH & Co., 88 S. Front St., Memphis.
 CHAS. C. SULLIVAN, 58 N. Front St., Memphis.
 W. H. TOMPKINS & Co., First National Bank Bldg., Nashville.
 A. B. WINFORD, Lewisburg.

TEXAS

BEN ABLON, Dallas.
 BASSEL BROTHERS, 5 Wall St., Belton.
 J. O. BOETTCHER, Weimar.
 A. J. COMMONS PRODUCE Co., McKinney.
 CRESCENT PRODUCE Co., 1006 W. Commerce St., San Antonio.
 EMERSON & OVERSTREET, Temple.
 FORT WORTH PLTY. & EGG Co., 1607 Commerce St., Fort Worth.
 G. P. FOSTER & Co., Denison, Texas.
 GIDDINGS PRODUCE Co., Giddings.
 A. A. HACKER & Co., Brenham.
 MAYHEW PRODUCE Co., Brady.
 MERCHANTS PRODUCE Co., 314 Mary St., Waco.
 MISTLETOE CREAMERIES, Fort Worth.
 NEW YORK BUYERS' ASSN., San Antonio.
 NOLEN PRODUCE Co., Hallettsville, Tex.
 THE PETER Co., 401 Washington Ave., Houston, Texas.
 WM. SCHMIDT, 315 E. First St., Fort Worth.
 STAHL BROS., Gonzales.
 TEXAS CREAMERY Co., Houston.
 A. B. WALKER & SON, Corsicana.
 H. F. WEHMEYER, 14 First St., Brenham.

VIRGINIA

BEASLEY & BOON Co., P. O. Box 146, Roanoke.
 FRANK C. BRUMFIELD, Buchanan.
 CITY PRODUCE EXCHANGE, 56 W. Gay St., Harrisonburg.
 THOS. M. COMBITHS, Pulaski.
 CROCKER & BLUFORD, Box 117, Norfolk.
 CULPEPER PRODUCE Co., P. O. Box 72 Culpeper.
 R. M. EASTWOOD & Co., Norfolk.
 WM. F. GRAVINS & Co., 23 S. 13th St., Richmond.
 F. H. HOBBS Co., 77 Roanoke Ave., Norfolk.
 WADE MASTERS & Co., Lexington.
 SCOTT BUTTER Co., 60 Roanoke Ave., Norfolk.
 SIGOURNEY & FARDON, Inc., Richmond.
 WRENN PRODUCE Co., Edinburg.

VERMONT

C. A. MENTZER, North Williston.

WISCONSIN

H. C. CHRISTIANS Co., Johnson Creek.
 DAVIS BROS. CHEESE Co., Plymouth.
 HAWLEY COMMISSION Co., La Crosse.
 J. B. LUDDEN, Bloomington.
 MAZO POULTRY & EGG Co., Mazomanie.
 MILLER-ROSE Co., La Crosse.
 S. MILLER COLD STORAGE Co., Marshfield.
 NORTHERN WIS. PRODUCE Co., Manitowoc.
 NORTHWESTERN EGG & POULTRY Co., Eau Claire.
 PAULY & PAULY CHEESE Co., Manitowoc.
 RIPPON PRODUCE Co., 311 Main St., Ripon.
 C. A. STRAUBEL Co., 409 N. Washington St., Green Bay.
 SUPERIOR COMMISSION Co., 1705 Winter St., Superior.

Milwaukee

DURBROW COMMISSION Co., 382 Fifth St.
 FIEBRANTZ & BENZ, 394 Fifth St.
 HASSMANN & MUELLER, 293 Third St.
 LAABS BROS. Co., 2001 Walnut St.
 GEO. C. MANSFIELD Co.
 MARTIN H. MEYER, 888 44th St.

AFFILIATED INTERESTS

ARKANSAS POULTRY & EGG DEALERS' ASSN., M. L. Price, Secy., Fayetteville, Ark.
 BOSTON FRUIT & PRODUCE EXCHANGE, Alton E. Briggs, Ex. Secy., Faneuil Hall Market, Boston, Mass.
 CANADIAN PROD. ASSN., James T. Madden, Secretary, 90 Colborne St., Toronto, Can.
 DETROIT BUTTER & EGG BOARD, John Huetteman, Secy., 2040 Howard St., Detroit, Mich.
 THE CHICAGO MERCANTILE EXCHANGE, S. Edward Davis, Ex. Secy., 136 W. Lake St., Chicago, Ill.
 FULTON MARKET WHOLESALE MEAT & COM. MERCHANTS' ASSN., 918 Fulton St., Chicago, Ill.
 ILLINOIS POULTRY & EGG SHIPPERS' ASSN., C. L. Hatfield, Secy.-Treas., Decatur, Ill.
 INDIANA EGG & POULTRY ASSN., Wm. Locks, Secy., Indianapolis, Ind.
 IOWA WHOLESALE EGG, BUTTER & POULTRY DEALERS ASSN., M. A. Hagensick, Secy., Des Moines, Iowa, P. O. Box 906.
 KANSAS EGG SHIPPERS' ASSN., C. F. Nissen, Secy., Newton, Kans.
 MISSOURI EGG & POULTRY SHIPPERS' ASSN., H. H. Bergmann, Secy., 833 N. Third St., St. Louis, Mo.
 NEBRASKA POULTRY, BUTTER & EGG ASSN., H. L. McCoy, Secy., 1206 Jones St., Omaha, Neb.
 NEW YORK MERCANTILE EXCHANGE, cor. Hudson and Harrison Sts., New York, N. Y.
 OHIO BUTTER, EGG & POULTRY ASSOCIATION, F. S. Jacoby, Secy., 422 Glen Echo Court, Columbus, Ohio.
 OKLAHOMA POULTRY & EGG ASSOCIATION, Carl D. Rice, Secy., Enid, Okla.
 PACIFIC CO-OPERATIVE POULTRY PRODUCERS, 127 N. Fifth St., Portland, Ore.
 PACIFIC EGG PRODUCERS, 700 Front St., San Francisco, Cal.
 PITTSBURGH BUTTER & EGG EXCHANGE, 708 Wabash Bldg., Pittsburgh, Pa.
 SAN FRANCISCO WHLS. DAIRY PRO. EXCHANGE, 252 Clay St., San Francisco, Cal.
 SOUTHERN MINNESOTA EGG, BUTTER & POULTRY ASSN., F. C. Marpe, Secy., Albert Lea, Minn.
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1922-1923

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If you don't know the improved SELF-LOCKING EGG CARTONS, you lose! and we lose!

You lose because the new SELF-LOCKING EGG CARTONS, by improved design and methods of manufacture, offer you the advantages of time saved and the least amount of effort required in the daily output of cartoned eggs. The patented automatic center-board locks; the interlocking cover; the quicker, easier set up; improved methods of stacking cartons, etc., are some of the advantages you are invited to investigate.

Such investigation will pay YOU and it will pay US.

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On Tracks of the Erie R. R. and the D. L. & W. R. R.

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“Breakage Reduced to the Minimum”

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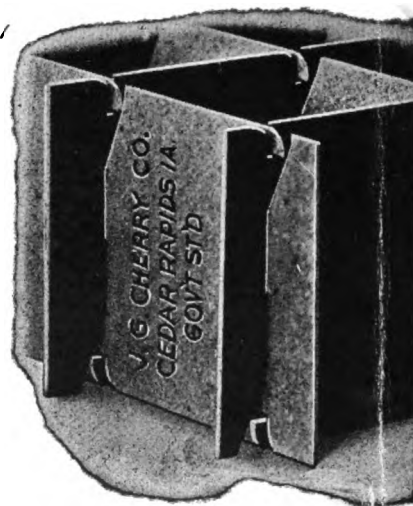


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The NATIONAL POULTRY · BUTTER · & · EGG BULLETIN

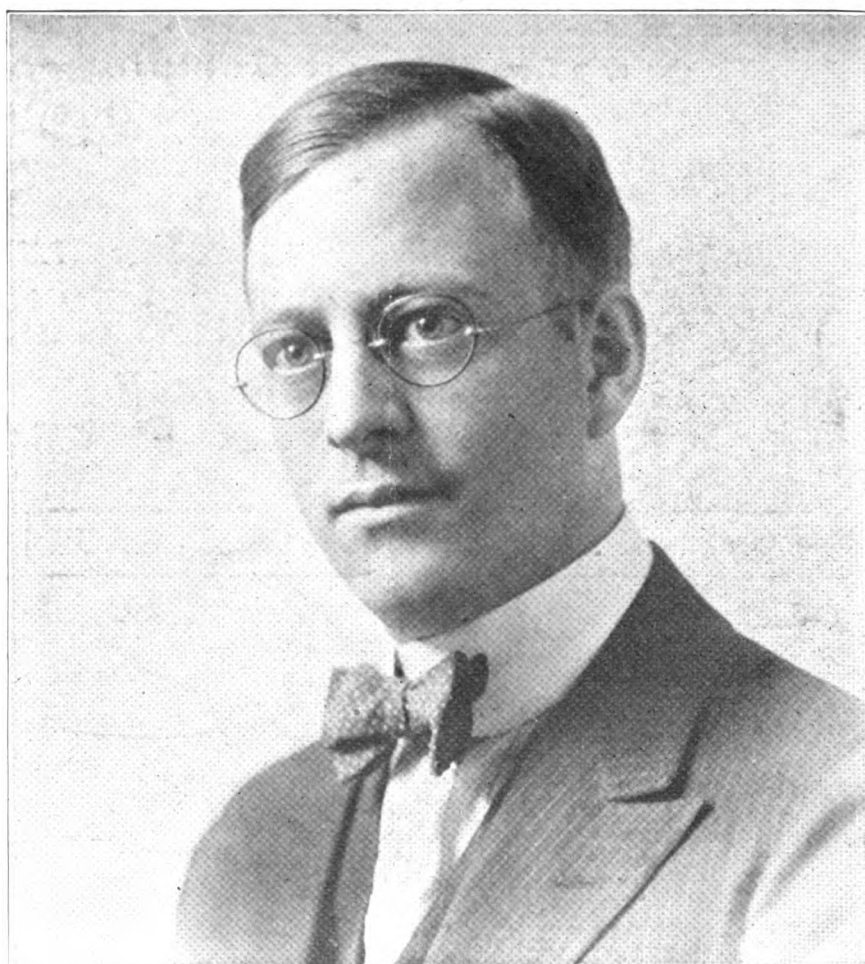
MARCH

Volume 7



1923

Number 6



M. A. HAGENSICK
Second Vice-President

A Few Things to Think About

EGG CASES—FILLERS EXCELSIOR PADS

“Quality Always the Best”

Again we call your attention to the slow movement by carriers of mill shipments.
We can ship from St. Louis or divert cars
already in transit.

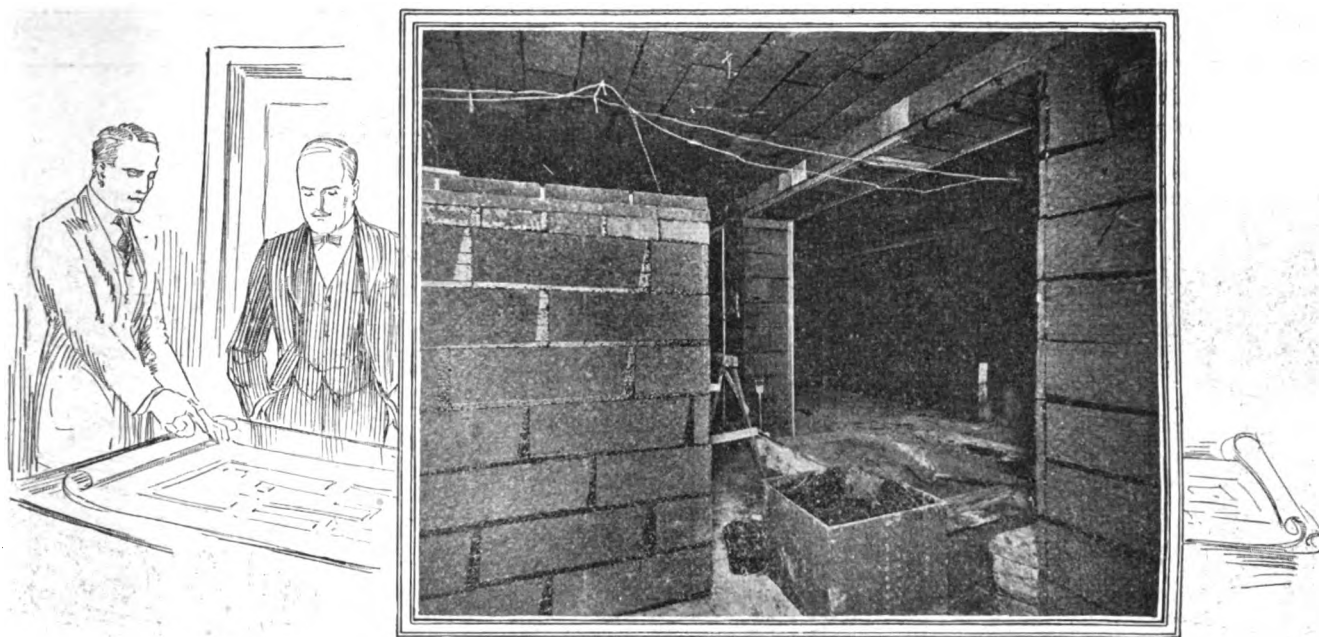
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AS SPECIFIED BY RAILROAD CLASSIFICATION

“Buy the Man Behind the Supplies”

LOOK US UP AT THE CONVENTIONS



216 W. So. Water Street
CHICAGO



Nonpareil Corkboard in process of erection for the John J. Woodside Storage Company, Atlanta, Ga.

Yours Is a Special Case

EVERY cold storage room or building is an individual problem in insulation. *Your* conditions must be studied, *your* requirements analyzed and *your* insulation planned to suit *your* needs. Rule-of-thumb methods like, "So many inches for such and such a temperature," will not assure *you* efficient and economical insulation for *your* rooms.

Most users of refrigeration recognize Nonpareil Corkboard as the standard cold storage insulation. But thousands of them know that the efficiency of their rooms is due as much to the helpful suggestions, the expert knowledge and the skilled workmanship that constitute Nonpareil Service as to the high quality of the material itself. The resources of an experienced organization applied to your individual case are what assure you the results you expect from your insulation.

There may be little *apparent* difference in materials, but remember this: Insulation is a service as well as a material. Consider the value to you of this Company's years of experience in planning and installing insulation, in studying the mistakes that have been made, and in endless research for better methods. This experience and Nonpareil Corkboard are your best assurance that your insulation will be adequate for your requirements, efficient, economical and permanent.

Have you rooms to be insulated? It will not obligate you in the least to consult with our Engineering Department. Ask for a sample and a copy of "Small Cold Storage Rooms," sent free on request.

ARMSTRONG CORK & INSULATION COMPANY

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Pittsburgh, Pa.

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Nonpareil Corkboard Insulation

For All Cold Storage Rooms

Stock Printed and Plain Butter Cartons

One Pound



Stock Printed One-Pound Butter Cartons

For immediate shipment and at attractive prices we can supply a dozen different brands of stock cartons as per list. Use stock printed cartons when you run short of cartons; when you must supply some customer with a special brand; when you have an "off" grade of butter to sell; or when your requirements are too small to afford special printed cartons. It is economical to buy stock printed cartons as we make them up in large quantities we reduce the cost of manufacture and thus effect a saving to the user of small quantities. Special printed cartons in small lots are necessarily more expensive because the initial cost of printing is the same as on a larger order, so far as preparation of cuts and "make-ready" is concerned.

Price List

Name of Brand	Color	Quality	Small lots per 100	1M per M	3M per M	5M per M	10M per M	25M per M	50M per M
Peerless Creamery Butter,	Blue	.....14 pt.	.....	.....	.....	.....	.....	.....	.....
Peerless Dairy Butter,	Blue	.....14 pt.	.....	.....	.....	.....	.....	.....	.....
Cloverdale Brand,	Red and Blue	.....14 pt.	.....	.....	.....	.....	.....	.....	.....
Superior Brand,	Red and Green	.....14 pt.	.....	.....	.....	.....	.....	.....	.....
Gilt Edge Brand,	Red and Yellow	.....14 pt.	.....	.....	.....	.....	.....	.....	.....
Stony Brook Brand,	Red and Yellow	.....14 pt.	.....	.....	.....	.....	.....	.....	.....
Pure Gold Brand,	Red and Yellow	.....14 pt.	.....	.....	.....	.....	.....	.....	.....
Pet Brand,	Black and Yellow	.....14 pt.	.....	.....	.....	.....	.....	.....	.....
Velvet Brand,	Red and Green	.....14 pt.	.....	.....	.....	.....	.....	.....	.....
One Pound Net,	Blue	.....14 pt.	.....	.....	.....	.....	.....	.....	.....
Pure Creamery Butter,	Blue	.....14 pt.	.....	.....	.....	.....	.....	.....	.....

Packed 1000 to each fibre container. Weight 40 lbs. to 1000

NOTE—Special type forms can be furnished, that is, inserted on the side panels when the buyer wishes his name to appear, but the price for special printed cartons

would then apply; then you should not expect immediate shipment.

Plain One-Pound Butter Cartons

We supply one pound cartons plain in any of the standard styles.

	Small lots per 100	1M per M	3M per M	5M per M	10M per M	25M per M	50M per M
Tuck-end glued style.....	14 pt.	.....	.....	.....	.....	.....	.....
Unglued or open tuck-end.....	14 pt.	.....	.....	.....	.....	.....	.....
Trunk style.....	14 pt.	.....	.....	.....	.....	.....	.....
Lock-end style.....	14 pt.	.....	.....	.....	.....	.....	.....

Packed 1000 to a fibre container. Weight 40 lbs. to 1000. Any other thickness of stock can be furnished to order.

A.H. Barber Creamery Supply Co.
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Pure Vegetable Parchment Paper

10 CENTS PER POUND

HEAD WRAPS

60 CENTS PER THOUSAND

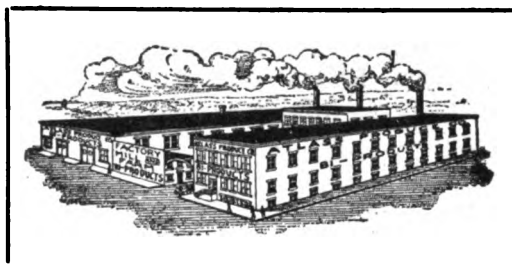
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The Largest House of Combined Business In The U. S. A.

Packers of the Famous  Brands of Poultry and Eggs

Established 1880



Located on the
C.C.C. and St.L.
and
L.E. and W. Railways

\$50.00 Per Bale Saved

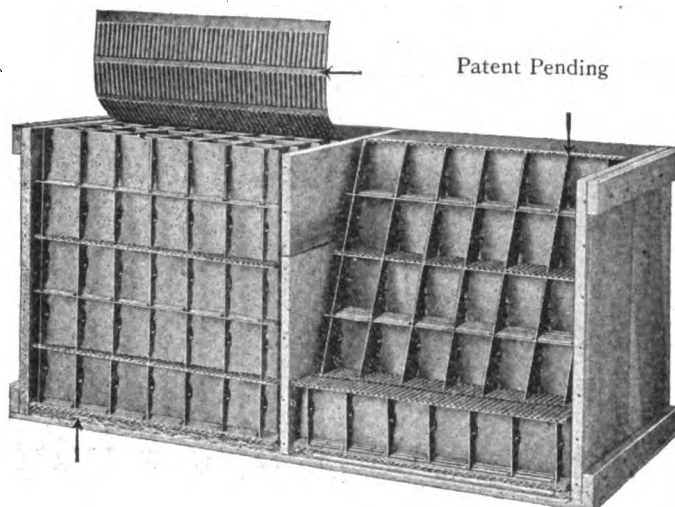
Pure Vegetable Parchment Paper (Mill ends) 10 cents per pound. Packed about 500 pounds per bale. Each bale contains numerous sheafs containing about twenty to one hundred sheets each. No holes or scrap. No piece smaller than a full sized sheet. Most sheafs are extra large. Lay a sheaf on the floor. Place an iron rod over same. Rip to proper sizes of boxes or packages. Plenty of sheets large enough for barrel liners.

Head Wraps. Glazed buff color. Packed 13,800 sheets per package. Order now before stock is depleted.

We Use The Above Stock In Our Poultry Department

Does Not Deviate From a Single Action in the Present System of Handling Eggs

**"Used Cushion-Locked Pad Exclusively Since
July, 1922. Did not find a single broken egg"**



CUSHIONED —
To protect eggs from
Vertical Shocks

LOCKED —
To prevent Shifting
of Fillers in the Egg
Case

CLAIR F. LIMBECK, Pres. and Gen. Mgr.

C. M. NELSON, Sec'y.

F. L. SPOON, Vice-Pres. and Treas.

NORTHERN IOWA PRODUCE COMPANY, Inc.
POULTRY, EGGS AND BUTTER
McGREGOR, IOWA

Cushion-Locked Pad Co.,
208 N. Wells St.,
Chicago, Ill.
Gentlemen:

January 8, 1923.

In answer to yours of the 6th inst., asking our opinion of the Cushion-Locked Pads, will say we received the first car of these pads last August and since then have used them in packing all our eggs and with better results than we ever had before with any other style packing and we have tried out about everything on the market to prevent egg breakage.

From the time we started using Cushion-Locked Pads we have not found any evidence of breakage in several thousand cases of trucked and local freight shipments of eggs from our branch houses to McGregor. Also since last August we have shipped fourteen straight cars of eggs and seven mixed cars of eggs and dressed poultry to different eastern markets and our customers have advised us they did not find a single egg broken. The eggs were packed with the Cushion-Locked Pad under each filler and one inverted over each top filler and four excelsior pads to the case on top and bottom.

We intend using Cushion-Locked Pads in the packing of all our eggs as they are by far the most satisfactory of anything we have ever used. Heretofore we were using No. 1 Fillers and Six Excelsior Pads to the case, and while very good, they did not eliminate breakage and railroad claims.

Wishing you success, we remain,

Very truly yours,

NORTHERN IOWA PRODUCE CO.

Clair F. Limbeck.

CFL-KL

Write for Free Sample of Pads

CUSHION-LOCKED-PAD COMPANY

Northern Representative
WEBSTER BROS. MFG. CO.
Waucoma, Iowa

208 N. Wells St.
CHICAGO, ILL.

PRIVATE WIRES

MARCH 5th and 6th

For the benefit of our friends and
customers attending the

ST. LOUIS CONVENTION

we wish to announce a

Private Wire Service

on the Convention Floor

Having connections with the Chicago
Mercantile Exchange and with the Ex-
changes in Pittsburg and Philadelphia.

We solicit your future orders
for Butter and Eggs, and urge
that you see our Convention
representatives.

I. WALTER BICKLEY

HARRY C. WIMPLE

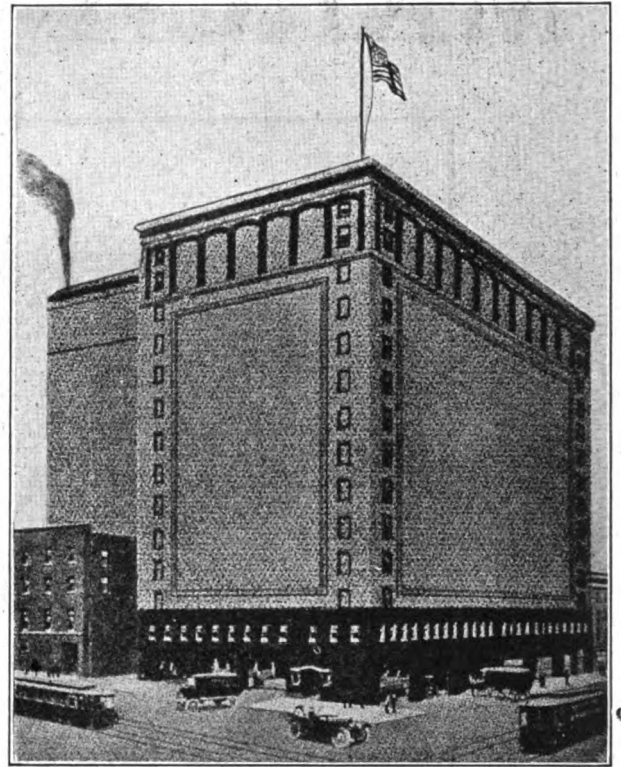
Bickley, Finnell & Wimple, Inc.

216 North Wells Street

Chicago, Ill.

— *STORE YOUR* —

— **E G G S** —



WITH THE
**CENTRAL COLD STORAGE
COMPANY**

—
"That's best by every test"
—

KINZIE and DEARBORN STS. CHICAGO

The Best Location in Chicago

D. P. KENNEDY, Manager

L. M. JOHNSON, Superintendent

A. J. McCANN, Ass't Treasurer

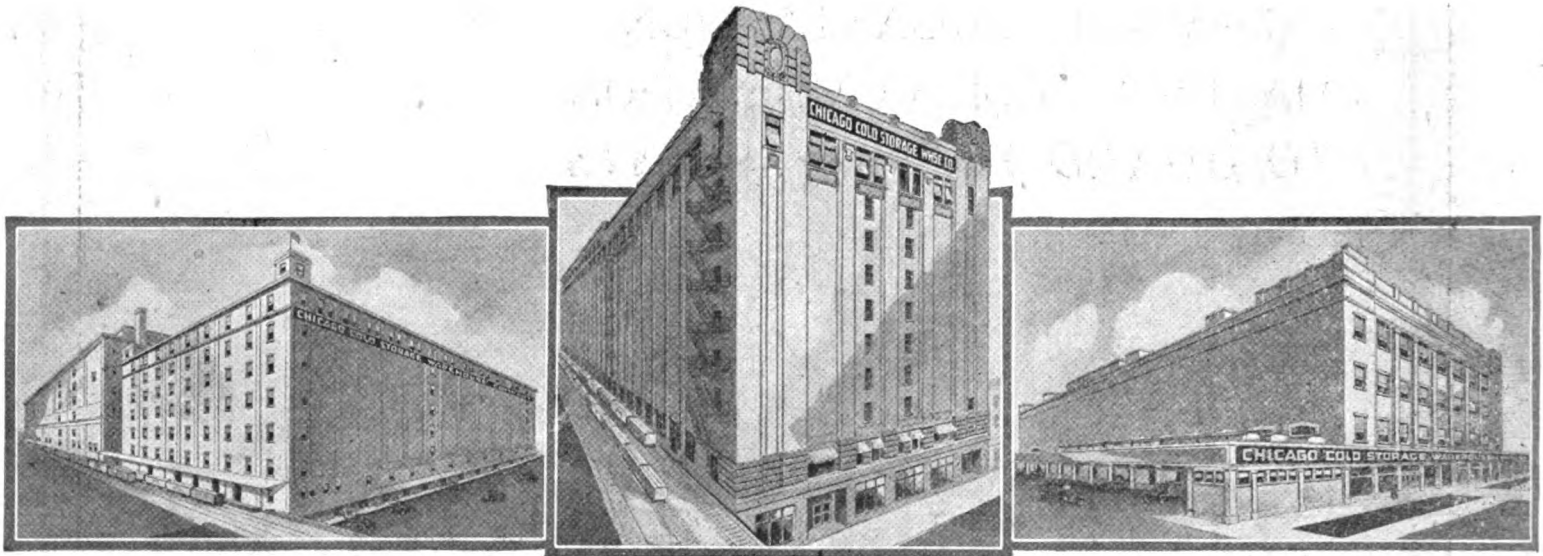
AMPLE CAPITAL—
A TRAINED ORGANIZATION—
MAKES A GOOD COMBINATION
TO GUARD YOUR INTERESTS

SHIP LIVE POULTRY

TO
SAMUEL WERNER
INC.

WEST WASHINGTON MARKET
NEW YORK

Store Your POULTRY, EGGS, BUTTER with



Chicago Cold Storage Warehouse Co.

**Modern Warehouses
Financial Strength
Liberal Advances
Reasonable Rates
Low Insurance
Best Railroad Facilities
Quickest and Best Service
and
A Spirit of Accommodation**

G. M. WEAVER,
Vice President and General Manager

EDWIN C. GOTT

N. A. EMMERTZ
Secretary and Treasurer

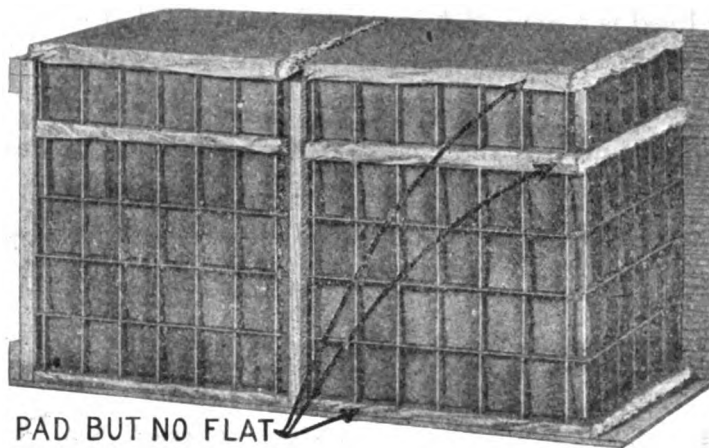
GENERAL OFFICES—1526 S. State St., Chicago, Ill.

IMPORTANT!

Excelsior Pads Are Available for Prompt Shipment

Some statements made at recent hearings have in some quarters been misinterpreted to mean that Excelsior Pads are not available to meet the demand. This is a mistake. Increased facilities and a better knowledge of the requirements have enabled us to provide for prompt shipments.

This does not mean that it is advisable to wait until the last minute before placing your order. The same foresight used in ordering other supplies should be used in ordering Excelsior Pads to provide for possible railroad delays in transit.



The results obtained from the widespread use of the Standard Six Pad Pack during the 1922 season speak for themselves.

We Are Ready to Serve You Promptly

H. W. SELLE & COMPANY

1000 - 1020 North Halsted Street : CHICAGO, ILL.

NOTICE TO CRATE FATTENERS

Get More Rapid Gains

with

FUL-O-PEP Fattening FEED

Ful-O-Pep Fattening Feed is a new and improved formula that will absorb just the right amount of milk to produce the most rapid gains. This feed will produce the best bleach and highest quality of flesh.

The high Oatmeal content insures the best appetite and digestion for broilers, fryers and roasters and produces that firm white fat and flesh that is so desirable on fowls.

Give Ful-O-Pep Fattening Feed a trial—you will be agreeably surprised with the better results.

The Quaker Oats Company

Poultry Feed Dept. N. P. B.

Address, Chicago, U. S. A.

The QUAKER OATS COMPANY, Poultry Service
Dept. 000, Address, Chicago, Ill.

Send me complete particulars and quantity prices on
FUL-O-PEP FATTENING FEED.

NAME.....

TOWN.....

STATE.....

**Fill Out
and Mail
Coupon**



A Cold Storage Warehouse

Where you obtain

Reasonable storage rates

Low insurance rates

Excellent railroad facilities

Centrally located

Prompt intelligent service

Located in the heart of Chicago, on main line tracks of the Pennsylvania Railroad, through line connection for points East, South and Southwest.

2,000,000 cubic feet of Cold Storage
Satisfaction

CALUMET REFRIGERATING CO.

Chicago, Illinois

JOHN T. BRADY, Vice-Pres't and General Mgr.

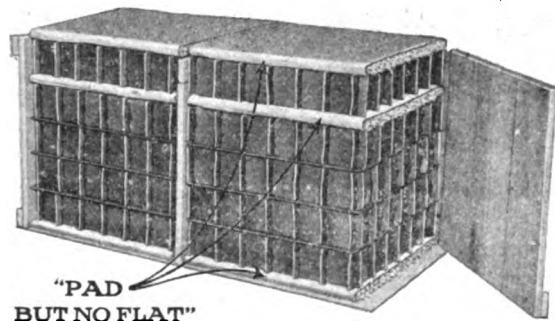
EXCELSIOR EGG CASE PADS

No Longer An Experiment

Improved Excelsior Egg Case Pads have now become as staple an article in egg packing as a set of new Standard Honeycomb Fillers or new Standard Egg Cases.

CARRIERS APPROVE

The railroad and express companies are now advocating a general use of Excelsior Pads, as their observations during the past season have convinced them that breakage can be practically eliminated through this method of packing.



PROPER USE

The results of the past season prove that when Pads are used, **six to the case**, as shown in above cut, breakage can be reduced to a minimum heretofore thought impossible. The saving of one egg covers the cost of the two additional pads under the top tiers and is the cheapest insurance against breakage you can buy.

IMPORTANT

The manufacturers' name and address should appear on each pad. All pads manufactured by us bear the following "trademark" and assure you of standard construction:

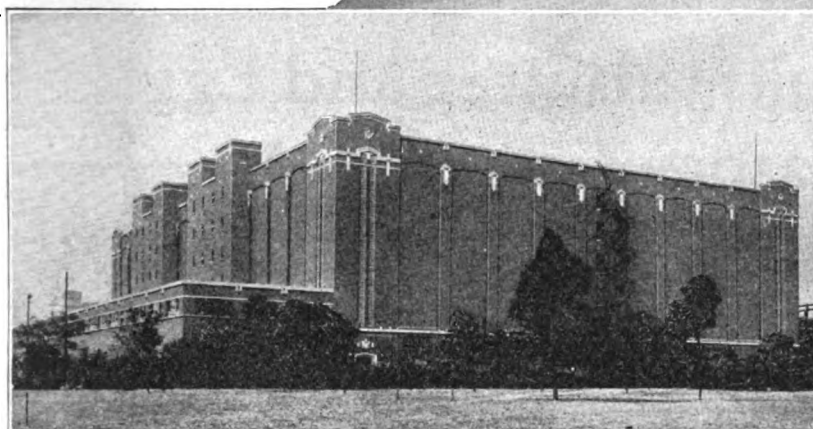


EXCELSIOR WRAPPER CO.

Grand Rapids, Mich.
Sheboygan, Wis.

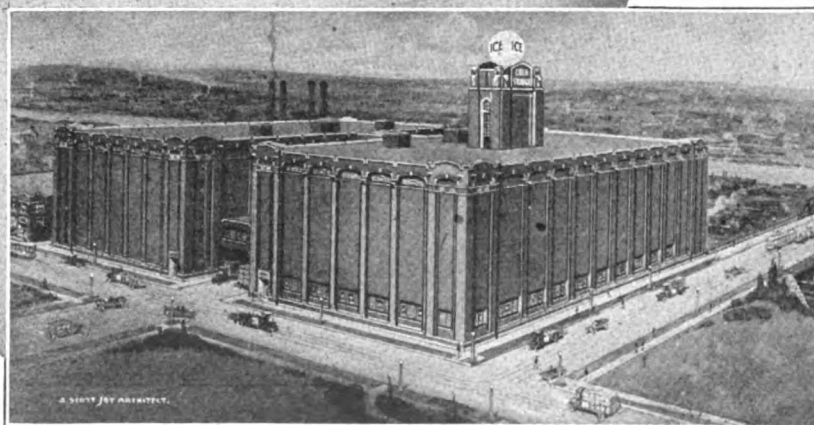
Manufacturers

Chicago Office:
224 W. Kinzie Street



UNITED STATES COLD STORAGE COMPANY
G. D. ALLMAN, Manager
2101-2129 Pershing Road, Chicago

Headquarters for Egg Storage



KANSAS CITY COLD STORAGE & WAREHOUSE CO.
E. M. DODDS, General Manager
500 E. Third Street, Kansas City, Mo.

G. D. ALLMAN
E. M. DODDS
ANDERSON PACE
Will represent us at the Missouri
Convention.

E. M. DODDS
EDWIN SMITH
At the Des Moines Convention.

The Traffic Service Department

OF THE

National Poultry, Butter and Egg Association

NOT CONDUCTED FOR PROFIT
AVAILABLE TO MEMBERS OF THE ASSOCIATION ONLY
NOMINAL MONTHLY CHARGES
SUPERVISED BY THE EXECUTIVE COMMITTEE
OPERATED BY TRAFFIC EXPERTS

The TRAFFIC SERVICE DEPARTMENT of The National Poultry, Butter and Egg Association AUDITS Freight and Expense Bills and PRESENTS CLAIMS for Overcharges—It advises concerning routes and QUOTES RATES. Presents claims for LOSS AND DAMAGE and recommends PREVENTIVE measures. Service includes RATE ADJUSTMENTS. In a word the Department was created for RELIEVING members of all their TRAFFIC TROUBLES and it is meeting with a large degree of success. Keeps members advised up to the minute concerning all rate and regulatory changes by means of SPECIAL BULLETINS.

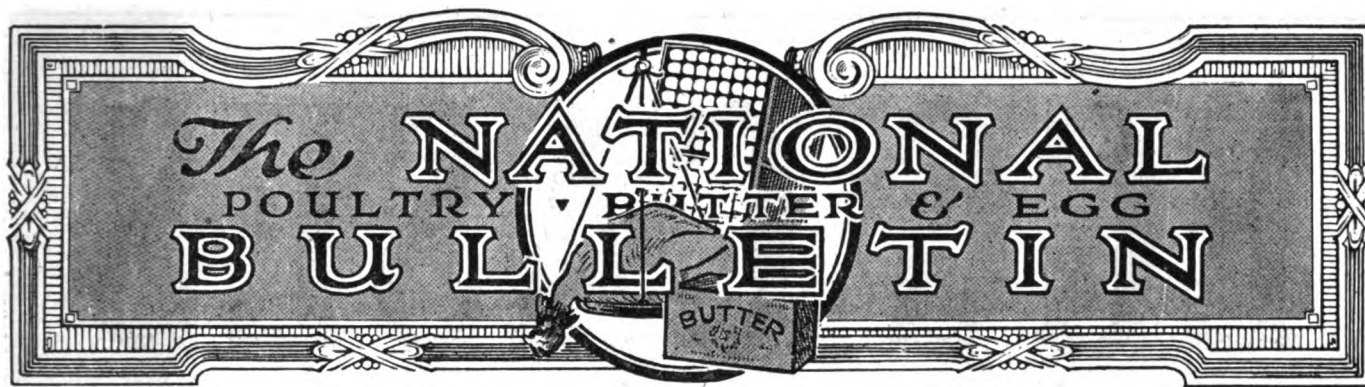
If in need of Traffic Service, make your wants known to any representative of the National Poultry, Butter and Egg Association, or mail inquiry to the Executive Offices, 208 North Wells Street, Chicago.

Application and sample contract mailed on request.

All matters treated with the utmost confidence.

JOIN NOW!

National Poultry, Butter & Egg Association



Vol. 7

CHICAGO, ILL., MARCH, 1923

No. 6

Cold Storage Publicity

Leading Cold Storage Warehousemen of New York City Conduct a Cold Storage Exhibit in the Public Health Exposition, Grand Central Palace, New York City, Jan. 22-27, 1923

By Frank A. Horne

The importance of disseminating a better understanding of cold storage among the people has long been recognized and various means have been employed to correct popular misconceptions and develop real appreciation of the facts and function of the industry. An opportunity came to the cold storage warehousemen of New York to assist in this educational work when Health Commissioner (now Senator Elect) Royal S. Copeland invited the cold storage warehouse industry of New York to participate in the Public Health Exposition. Remembering the splendid co-operation of Commissioner Copeland in connection with the campaign of the New York Mercantile Exchange with reference to the sale of storage eggs last fall, the leading cold storage concerns of New York accepted the invitation with alacrity.

The following cold storage companies participated in the exhibit: Merchants Refrigerating Co., Manhattan Refrigerating Co., and branches, National Cold Storage Co., Terminal Warehouse Co., Brooklyn Bridge Freezing and Cold Storage Co., Heermance Storage and Refrigerating Co., F. C. Linde Co., Anheuser-Busch Ice and

Cold Storage Co., and the Fulton Market Refrigerating Co.

A committee consisting of Frank A. Horne, chairman, R. A. Adams, E. W. Lewis, Wm. Fellowes Morgan, Jr., and Dr. M. E. Pennington, was appointed to conduct the exhibit. A large refrigerator box with double plate glass front and sides was built for the exhibit by the American Balsa Company and was made of the famous balsa wood. An automatic Worthington refrigerating machine was installed by the Carbondale Machine Co. which furnished refrigeration for the exhibit. The cold storage products exhibited were frozen poultry, April eggs, June butter, cheese, celery, frozen eggs, frozen fruits, apples, frozen meats, dates and shelled nuts, nut Margarine and frozen fish. Each of the articles displayed was prominently labeled with a placard showing the variety, point of origin and date of storage. A temperature of slightly under freezing was maintained in the box during the week to hold the frozen products in proper condition. The following illustration shows a "close-up" of the foods in the Balsa refrigerator:



EGG CASES

“Only One Kind—The Best”

Cottonwood stock, manufactured strictly under
railroad standard requirements

THIRTY-FIVE YEARS' experience in serving the Egg Case
Trade of the entire country has established
the symbol

A-T-Co.

As a standard for QUALITY in egg cases

“Quality Goods should be shipped in Quality Cases”

**“A REQUEST WILL BRING A QUOTATION”
AMPLE TRUNK LINE FACILITIES
PROMPT SHIPMENTS**

ANDERSON-TULLY COMPANY
Memphis, Tenn.

J. G. CHERRY CO., Cedar Rapids, Iowa, Peoria, Ill., St. Paul, Minn.
Sales Representatives

During the evenings of the show a cooking exhibit was conducted by Miss Anna Barrows, Food Economist and Lecturer in the Department of Foods and Cookery, Teachers' College, Columbia University. With the assistance of her students Miss Barrows cooked and served on an electric grill products shown in the refrigerator. Thousands of samples were served to the crowds and were pronounced most dainty and delicious by the people. A group of representatives of the industry served the public and entered into conversation with them concerning the entire exhibit. On the walls of the booth were displayed facsimile packages of cold storage products showing the market receipts and quantities stored in New York City.

An interesting and popular feature of the exhibit was the display of a moving picture film which had been especially prepared for the exposition by the Marine Film Service Co., Inc., of New York City. The film consisted of about 1,750 feet of scenes and descriptive matter entitled, "The Story of Cold Storage." The prologue of the story reads as follows: "In winter when snow covers the forest and hillside and when food is scarce in quantity the squirrel who has stored his supply in the tree lives from food collected during the summer." After a winter scene the following words are flashed: "So in the city when fresh products are scarce the demand is supplied from food collected in the summer and stored in a public warehouse." This was quickly followed by a view of a local cold storage warehouse followed by the slogan which was repeated throughout the film, "The cold storage warehouse serves the City of New York as the ice box serves the home." The scenario then develops the main story with steamer and freight train conveying products to the storage center. The film then shows the unloading at the warehouse of the various products from auto trucks and from refrigerator cars. The use of a gravity slide to convey products is pictured and the movement of goods is followed to the elevators and storage rooms. The process of tiering in the freezer is then shown with appropriate descriptive titles. A scene follows in which celery, poultry, apples and butter are shown going on various

elevators in the warehouse. The next scenes show the various storage rooms for the various commodities. After this vision of zero rooms and heavily frosted pipes, in a flash the picture conducts us to the engine room in which the large electrically driven compressors are shown in motion. After this recess in a warmer climate we are again shown a poultry freezer with goods coming out, and an inspector of the State Department of Farms and Markets inspecting the poultry before leaving the warehouse. In quick succession following this are shown frozen eggs in large cans, hard frozen for bakers and confectioners, and the process of delivery of this product. Popular imagination is stirred by a scene of frozen reindeer being handled, and a room containing only walnuts from France under U. S. bond gives a new side light on the industry. The next section of the film has to do with the freezing and storing of fish with scenes of the arrival of the fishing vessels with fish packed in ice and the various processes of washing, sorting, weighing, freezing, water glazing and storage being shown. The next and last section of the film has to do with cold storage of eggs. The first scene shows eggs being unloaded out of a freight car on the receiving platform at the warehouse, followed by a picture of the eggs being moved across the receiving floor to the elevator. The eggs in cases are shown being run on the elevator and a big egg room follows with a capacity of 30,000 cases, with the eggs being loaded on flat trucks and going out of the cold storage room, thence via the elevator and delivery platforms to auto trucks on the way to the consumer. This is the concluding slogan of the picture: "Public Cold Storage Warehouses do not own goods stored."

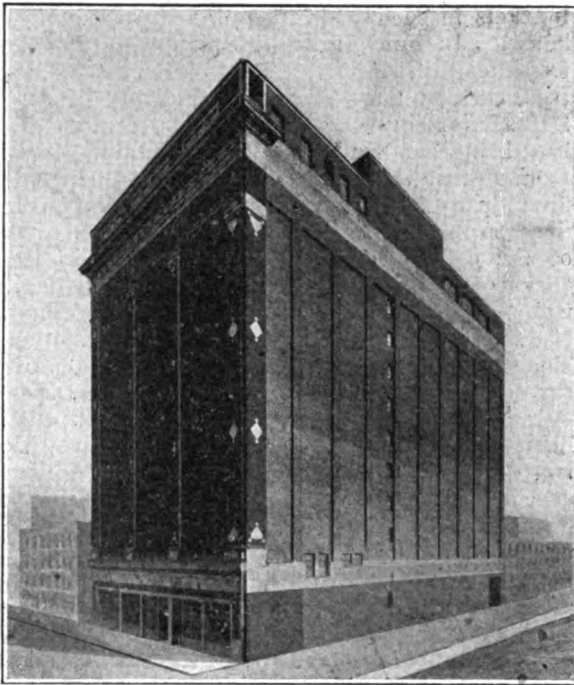
A feature of the exhibit was the broadcasting by radio of the Story of Cold Storage by the American Telephone and Telegraph Co. WEAf New York. A loud speaker was installed at the booth during the evening when the radio message was being delivered.

In the opinion of the committee having the exhibit in charge it is felt that the time and expense involved were well worth while and all concerned were greatly pleased with the expression of approval and appreciation which came from the visiting public.

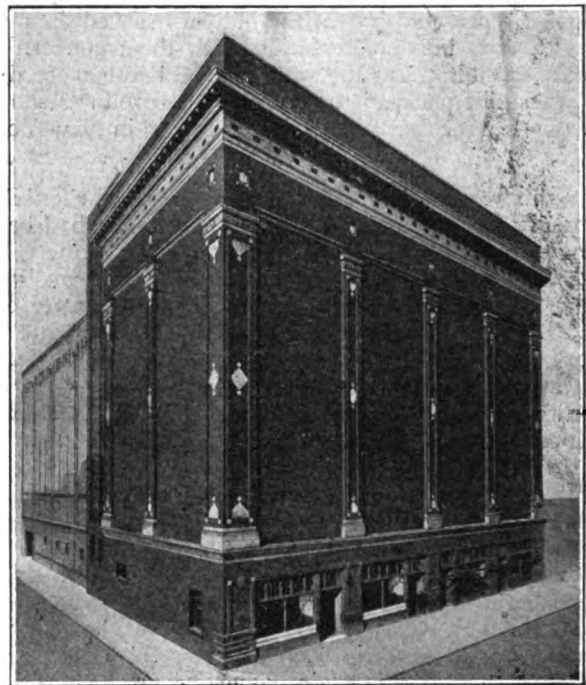


For the benefit of other localities which might have in mind expositions of this character and to give them an idea of the construction of the cold storage booth, the above photographic reproduction is presented

Store Your Eggs Where They Are Consumed



Cold Storage Warehouse "E"



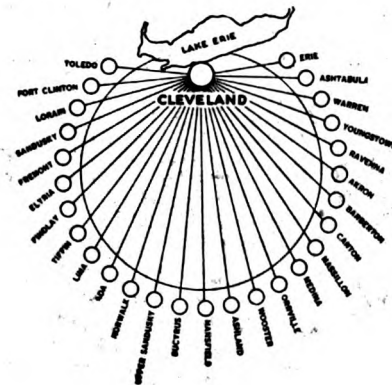
Cold Storage Warehouses "C & D"

CITIES WE SERVE

We Serve Two Million
People.

**Cleveland is a Great
Growing Market.**

“Do Not Overlook It”



Our Facilities are the Best

We carry our freezers at
zero and below.

The Sheriff Street Market & Storage Co.

Homer McDaniel, Mgr.

CLEVELAND, OHIO

Capacity 5,000,000 Cubic Feet

Cold Storage Warehousemen Entertain Future Farm Leaders

By Ralph C. Stokell

During the Twenty-Third Annual International Live-stock Exposition just closed, some 750 champion boy and girl club members of the 600,000 active in extension work carried on by the U. S. Department of Agriculture and the Agricultural Colleges, who won a trip to Chicago by reason of the proficiency in agricultural pursuits, visited and inspected many of the large industries located here. While their itinerary included the Stock Yards, the Harvester Works and other large manufacturing plants, Mr. Harrison F. Jones, secretary of the National Poultry Butter and Egg Association, said their trip would not be complete until they had seen THE CONNECTING LINK BETWEEN THE FARMER AND THE CONSUMER . . . "THE COLD STORAGE WAREHOUSE."

Eight of the cold storage warehouses, namely,
Central Cold Storage Co.,
Chicago Cold Storage Warehouse Co.,
Fulton Market Cold Storage Co.,
United States Cold Storage Co.,
North American Cold Storage Co.,
Calumet Refrigerating Company,
Booth Cold Storage Company,
George J. Cooke Company,

that make Chicago the refrigeration center of the country, accepted this invitation to help educate the future FARM LEADERS of the country in the importance of obtaining first hand knowledge of an industry which some people still believe to be a place for storing unwholesome products and for hoarding supplies, and arranged for an inspection of the first four warehouses mentioned.

The visitors were divided into four groups, each group visiting a different plant. While a general plan of talk was followed, each warehouse varied its program somewhat, though displays of food products were made at all of the warehouses inspected. Experienced cold storage men conducted the tour through the plant, explained the manner in which highly perishable food products are cared for, and the wide range of products that can be successfully carried. One house gave a blackboard talk on refrigeration, and also demonstrated the modern way of making ice. At another, inspection was made of the underground switching terminal serving Chicago wholesale houses; at another a modern creamery was shown in full operation; and, at another, a "PAGEANT OF FOOD" was arranged for the benefit of the movie camera. (This will later be shown in the News Weeklies.) An explanation in detail was made of the methods used for maintaining proper storage conditions. The fact that warehouses are under constant supervision, frequently inspected under requirements of state and local health laws, which also limit the length of time for storing certain food commodities, was clearly impressed upon the guests.

Many people are under the impression that the public cold storage warehouses own the food products stored therein. This is a misconception of the true facts as the warehouses do not own these commodities. They are owned by some several hundred customers throughout the country.

Perhaps the item of most interest was the banquet given at the Hotel Sherman in the evening, the entire service consisting of food which had been kept fresh in cold storage. This fact, coupled with the favorable impression created through the sanitary way in which food products are cared for, which was evidenced by exclamations of surprise and delight from time to time, banishes all doubt which might have heretofore existed in the minds of the visitors as to the pureness of cold storage products.

The boys and girls are well equipped with information for their essays on "THE IMPORTANCE OF COLD STORAGE," many of which have been received. Prizes will be awarded shortly for the best essays and the name of the winners, together with a reprint of the essay will appear in the winners' home town paper, and other publications.

The judges who will weigh carefully the points in each story, and who will award the prizes are:

Mr. H. F. Jones, executive secretary, National Poultry, Butter and Egg Association.

Mr. Ralph Morphet, editorial department, ICE AND REFRIGERATION.

Mr. G. L. Noble, executive secretary, National Committee on Boys and Girls Club Work.

Mr. Ralph C. Stokell, chairman, Committee Cold Storage Warehouses.

The following extracts from early essays show clearly the high type of club members and that our visitors have obtained a better knowledge of our problems through this visit to the cold storage warehouses:

"The main idea I brought away with me was that farm boys and girls need the cold storage companies and they need us. We need the consumer and the consumer needs us, so I guess one big word would take the place of this whole idea—'Co-operation'."

"I noticed the clean sanitary process by which foods are cared for and kept, and I have formed a different opinion of cold storage products as other club members have done and shall always recommend them."

"Of course, we could not but return to our respective states as loyal boosters for COLD STORAGE."

"Our people need to be better educated on the various uses of COLD STORAGE."

"My impression of a COLD STORAGE WAREHOUSE was a place where they keep stale eggs, poor butter and a number of other things of the same class. I will never again think of cold storage goods with disgust."

Day by day "GUARANIZE" in every way

TRADE MARK

Is Proving it is Better, Much Better, than Other Methods of Preparing Eggs for Storage

The perfect condition in which guaranized eggs come out of storage, always uniform, firm, full bodied, without rots, spots, moulds, foreign tastes or odors, has forced recognition of this wonderful discovery.

**Guaranized Eggs Are the Standard of Quality in Storage Eggs
They Command Highest Prices**

"Guaranize" versus So-Called (Sterilize)

So-called (sterilized) eggs are immersed in an extremely highly heated oil, temperature so high (250° to 280° Fahr.) that it will coagulate or toughen the membrane.

THAT'S THE WHOLE SECRET OF SO-CALLED STERILIZING

Result: It benefits and helps, but as soon as the oil rolls off (as it will do at 90° Fahr.) nothing protects the egg but the coagulated membrane, therefore they are just as dependent on humidity in storage as eggs not treated, and therefore the complaint of pinspots and mould.

Guaranized Eggs Are Immersed in Our Compounded and Patented Solution

(U. S. patent. 1,194,340) composed of pure mineral oil, gums and waxes at temperature above 180° Fahr., so as to make solution volatile enough to enter all the pores of the egg and when taken from the bath these gums and waxes congeal giving a perfectly sealed egg.

Result: It completes the job thoroughly and guaranized eggs will not pin spot or mould even in musty damp storage, no attention need be paid to humidity. They will not shrink.

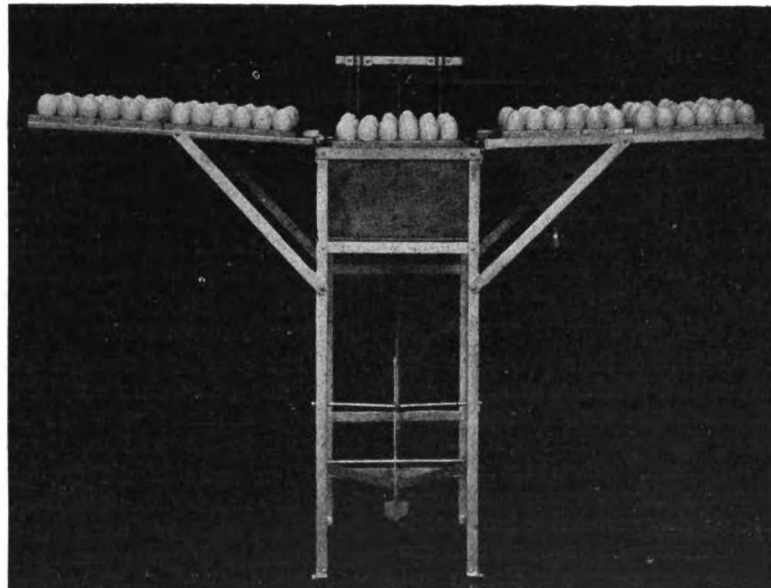
Guaranizing is to the Egg, what Pasteurizing is to Milk

Machine Service

We will loan you a Guaranizing outfit to meet your requirements, collecting a small royalty on each case of eggs guaranized, sell you solution at current cost of compounding. The total cost to you this way, for labor, royalty, solution and incidentals, is only slightly in excess of 1½c per dozen.

**IT PAYS TO
"GUARANIZE"**

Service Dept.
6 HARRISON ST.
New York City
Chicago, Ill.
208 N. WELLS ST.
W. R. Hill in Charge



Public Stations

At New York, Jersey City, Newark, N. J., Syracuse, N. Y., Auburn, N. Y., Philadelphia, Pa., Boston, Mass., Toledo, O., Chicago, Ill., Tampa, Fla., Petaluma, Cal., and Faribault, Minn. We operate public stations, in charge of competent managers, where we will receive, candle guaranize, repack and deliver in storage for 2½c per dozen.

Guaranty Egg Corporation
197 Market St., Newark, N. J.

Storehouse
108-114 SYLVAN AV.
Newark, N. J.
Tampa, Fla.
R. F. D. No. 5
J. J. Hanley in Charge

DISTRICT BRANCHES:

Auburn, N. Y.
H. W. KUHNEMANN
26 Dill St.

Petaluma, Cal.
E. A. Curtis, Inc.

Boston, Mass.
LITTLE BLDG.
B. E. Farr in Charge

By special arrangement with the manufacturers, we have been appointed special agents for "The Holed-tite Flat." Order your supply now.

"The trip through the COLD STORAGE plants was a great treat, but we really needed days instead of hours for it. The feast tasted all the better after seeing how the food was taken care of."

"Revelation of an immense industry. An industry that the success of agriculture in the future will be as dependent upon as the very farms themselves."

"I fear that there are far too many people who do not realize the possibilities of COLD STORAGE. The development of COLD STORAGE is in part due largely to education and is also an education in itself."

"I will no longer doubt the pureness of COLD STORAGE PRODUCTS after our fine banquet in Chicago."

These extracts indicate the great educational value of this movement, because we are able through it to show that cold storage warehouses are the most wholesome and sanitary place in the world for the safe keeping of perishable food commodities. They are the real store-houses where the finest quality of food which is produced in the high production season can be cared for by a sanitary process and kept in wholesome and good condition until the season of scarcity, or low production, tending also to act, as it does, as a stabilizer of prices.

Great credit is due the broad visioned men who made possible the initial step in this educational movement in Chicago on December 7, 1922, which has proved of immense value to the COLD STORAGE INDUSTRY.

MENU

Celery	Fruit Cocktail	Salted Nuts
	Olives	
	Chicken Soup with Noodles	
	(Half) Broiled Chicken	
	French Fried Potatoes	
	Carrots and Parsnips, Creole	
	Heart of Lettuce Salad	
	Egg Dressing	
	Cherry Pie a la Mode	
	Coffee	

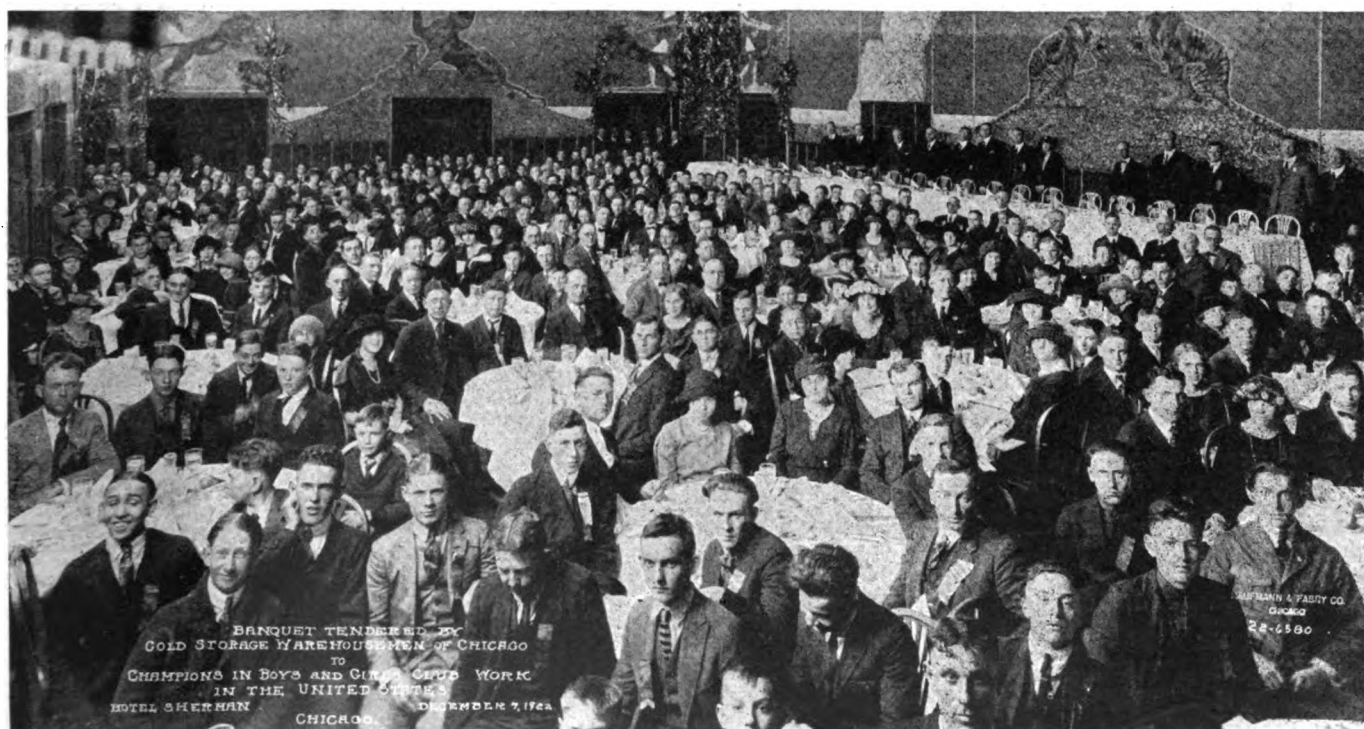
The products used in preparing this menu were from ten widely separated states, details of which are as follows:

ITEM	STATE OF ORIGIN	DATE PLACED IN STORAGE
Oranges	California	October 1
Grapefruit	Florida	November 1
Casaba Melons	Colorado	September 10
Celery	Florida	October 10
Eggs	Iowa	April 30
Potatoes	Idaho	October 10
Carrots	Indiana	September 30
Parsnips	Wisconsin	October 20
Green Peppers	California	October 5
Onions	Iowa	October 20
Lettuce	Idaho	November 10
Cherries	Michigan	June 10
Cream	Wisconsin	July 10
Lard	U. S. Yards	September 5
Broilers	Iowa	October 2
Butter	Minnesota	June 10

Following the banquet two highly educational and extremely interesting addresses added the final touch to the program. Mr. J. R. Howard, President, American Farm Bureau Federation, rendered "A PROPHECY—FARMING TEN YEARS FROM NOW" which was productive of much good in that it carried a story to the farmer of the advantages to be derived through co-operation. Mr. Harrison F. Jones, Executive Secretary, National Poultry, Butter and Egg Association, delivered an address entitled, "THE COLD STORAGE ENTERPRISES OR A JOURNEY—AMONG THINGS THAT COUNT."

Mr. Jones covered his subject completely and in such a way as to cement the knowledge and impressions received in the tour of inspection in the minds of the spectators.

The Toastmaster, Mr. P. C. Taff, Assistant Director, Extension Department, Iowa State College, Ames, Iowa, carried his part in a very becoming manner.



750 Future Farm Leaders, Guests of Chicago Warehousemen Enjoy Banquet of Cold Storage Foods

Announcement

The Creamery Package Manufacturing Company, 61-67 W. Kinzie Street, Chicago, have acquired from the Davis Watkins Dairymen's Manufacturing Company their plants, including land, buildings and machinery, patterns, patents and patent rights. These plants are located at Jersey City, N. J., North Chicago, Ill., Derby, Conn., and Owatonna, Minn.

The Creamery Package Manufacturing Company have also purchased from the Davis-Watkins Dairymen's Manufacturing Company their inventory items, consisting of raw material, goods in process, and manufactured goods on hand.

In securing these plants, the Creamery Package Manufacturing Company have brought together the most complete line of dairy machinery and apparatus that it is possible to assemble.

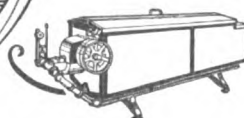
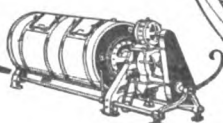
With a desire to improve the quality and render better service, The Creamery Package Manufacturing Company will operate these plants on the same high standard at which they operate at other points.



THE CREAMERY PACKAGE MFG. COMPANY

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MACHINERY
REFRIGERATING SYSTEMS
DAIRY MACHINERY
AND SUPPLIES



Standard Egg Case Construction

Avoid Penalty Ratings by Properly Packing—Get a Guarantee on Standard Supplies

There is perhaps a greater supply of live poultry on the farms of the United States today than at any time during the past. If this may be taken as an indication of what the egg crop will be, there will be some crop to move. It should be the aim of every shipper to transport his eggs to destination at the lowest possible cost for transportation and with as little breakage as possible. To accomplish these ends, the first essential is proper packing in a *standard* case.

The standard case must conform to the following specifications:

Egg cases must be made of hardwood and the following construction requirements must be complied with: "Sides, top and bottom must be not less than $\frac{3}{8}$ inch in thickness; center partition must be not less than $\frac{1}{8}$ inch in thickness; end cleats must be not less than $1\frac{1}{4}$ by $\frac{1}{8}$ inch in thickness; *three penny fine, cement coated, large headed nails, eighteen on each side, twenty-one on bottom and eight on top* (four in each end except where dropcleat cover is used; three nails in each end will suffice); ends must be not less than $\frac{7}{8}$ inch in thickness and either of one piece, or two pieces cleated, but when two end pieces cleated are used two nails must be used in each end of each piece, nails clinched; panel ends may be used if made of $\frac{3}{8}$ inch material completely surrounded by $\frac{1}{2}$ by $1\frac{1}{4}$ inch cleats securely nailed with not less than six nails in each cleat, nails clinched; *center partition must be of not more than two pieces, and so placed when nailed that it will be squarely across the case, plumb and level with the top and bottom of the case, each compartment to be not less than $11\frac{3}{4}$ inches inside measurement*; sides, bottom and top must be of not more than two pieces each; staples may be used in lieu of nails if clinched on the inside."

After the case come the flats and fillers, the *standard* specifications for which are:

"All flat dividing boards and tray fillers must be of wood pulp-board or hard calendered strawboard weighing not less than $3\frac{1}{2}$ pounds to the set of ten trays and twelve dividing boards, one of which is to be used at bottom and top . . . of each compartment, all to be of sufficient size to fill the compartments to prevent shifting."

After this, loose excelsior used as follows is permitted:

"Cushions of loose excelsior evenly distributed to a thickness of $\frac{1}{2}$ inch at the bottom of compartment and of sufficient thickness on top to hold contents firmly in place."

Or, excelsior pads, measuring up to the following specifications may be used:

"Packing mats made of excelsior covered with paper, not less than $11\frac{1}{2}$ inches square, of uniform thickness and each weighing not less than three ounces; packing mats made of excelsior as described above may be used between fillers in addition to their use in top and bottom of case, and wherever used a flat dividing board will not be required."

In addition to the foregoing, the following may be used:

"Cupped trays must be of compressed pulp, weighing not less than $3\frac{1}{2}$ pounds for each thirty dozen set of 18 pairs of trays and four cushions, and must completely

enclose the eggs on end between lower and upper trays, the eggs being packed on end from the bottom to the top of the egg case; inverted trays of twenty-five cup size must be used as cushions at top and bottom of each compartment."

In addition to the foregoing, certain so-called improved devices are on the market, each having its own friends. In this class the following have received favorable criticisms: The Cushion-Locked Pad, the Holed-Tite Pad and the Tite-Pack Filler.

Second-hand egg cases of standard construction "must be securely strapped with iron, wire or wooden straps on the sides and bottom at each end."

After the shipper has complied with the foregoing requirements he must, in order to obtain *standard* ratings certify on the face of the shipping order and bill of lading as follows:

"These eggs are packed in standard egg cases with standardized fillers in compliance with the requirements of the Consolidated Freight Classification."

Get a Guarantee

From the foregoing it is apparent that in the matter, particularly, of flats and fillers and pads, that the shipper get a guarantee from the manufacturer that the flats and fillers and pads comply in every detail with the specifications set out.

Particular attention is drawn to the number of nails required in the construction of the standard egg case. Any failure to use nails as specified will subject the shipper to a penalty in the shape of higher ratings. Additional penalties as regards nails may fall upon the shipper who fails to use the proper number because cases improperly nailed will not grade on several of the prominent exchanges.

Not Recommended

Consolidated Classification permits use of cushions consisting of cork shavings, cut straw, corrugated straw-board and $\frac{3}{4}$ -inch fillers. These methods of cushioning, however, are not recommended and practically all prominent shippers have discontinued their use.

Loading—Owner's Risk

While eggs packed in accordance with the standard specifications above referred to, will move at standard ratings, yet under certain conditions they will move at Owner's Risk, because shippers must still comply with the carriers' "regulations prescribed for loading, bracing and buffering carload shipments of eggs." Consolidated Classification No. 3, commencing on Page 450 contains the prescribed regulations for loading, bracing and buffering and shippers who would relieve themselves of the Owner's Risk clauses must substantially comply with these rules and regulations.

Co-operation

During recent years, egg shippers have shown a wonderful willingness to co-operate with the carriers to avoid egg breakage, and much has been accomplished in this direction, and further co-operation on the part of shippers is urged because of the mutual benefits which will result. Heretofore the carriers have educated shippers by drawing attention to their shortcomings and if they will now take cognizance of their own shortcomings and apply needed reforms, coming seasons may be made mutually pleasant and profitable.

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CHICAGO

Standard Cars for Egg Loading

One of the needed reforms has to do with suitable cars in which to load and transport eggs. Eggs can no longer be looked upon as "freight of an unusual character," and being freight of a common and usual character, it is the duty of carriers to provide suitable vehicles in which to transport them.

Carriers should now commence to think seriously about *standard* cars for egg loading. It has been stated that the new A. R. T. cars are admirably adapted for this class of lading.

MISSOURI FOR BETTER EGGS

By Arthur T. Nelson, State Marketing Commissioner

In the 'Bulletin' for the month of January, attention was directed to the efforts of the State of Missouri to standardize eggs and have them sold on a "graded basis."

The following is the report of Arthur T. Nelson, State Marketing Commissioner:

The State-wide egg standardization program of the Missouri State Marketing Bureau which began last July 5, came to a close November 1, except as it will be carried on through the winter months in a modified form. As many as eighteen specialists were engaged in this work during July, August and September. A total of 38,150 dozens of eggs, were actually candled and graded by the State Marketing Bureau representatives. These 38,150 dozens of Missouri eggs were candled and graded at 383 towns in 97 counties of the State, covering practically every section. A total of 454 candling and grading demonstrations were held during the summer's campaign. Six grades—Extras, No. 1s, No. 2s, Dirties, Checks and Rots were followed.

A total of 38,150 dozen eggs were found to be divided into the six grades as follows for the State: EXTRAS, 1,907 dozens or 5% of the total number of eggs graded; No. 1s, 10,301 dozens or 26%; No. 2s, 20,601 dozens or 54%; DIRTIES, 2,289 dozens or 6%; CHECKS, 1,526 dozens or 4.5%; ROTS, 1,526 dozens or 4.5%.

Fifty-four per cent (54%) of Missouri's summer-time eggs are No. 2s. Approximately one-half as many, or 25% are No. 1s. If Missouri egg producers would "Swat the Rooster" on June 1 each year, gather and market eggs frequently, and, if Missouri egg buyers would candle and grade eggs and purchase them on a strictly quality basis, the preceding figures on No. 1 and No. 2 eggs during hot weather could be reversed. That is to say 54% of the eggs marketed during the summer months should be No. 1s. At the present time only 26% of the Missouri eggs marketed at the primary markets during hot weather are No. 1s. If by proper care of eggs during the summer months the figures for No. 1 and No. 2 eggs should be reversed, and the quality of all grades increased, there would be an annual saving of more than one million dollars between the producers and the primary market. Obviously, since the egg is entirely within the hands of the producer up to the primary market this \$1,000,000 annual saving would be added to his bank account.

The following table shows the results of the summer's grading campaign by sections:

Section	Extras	No. 1	No. 2	Dirties	Checks	Rots
Northwest	2.01	15.51	66.82	7.22	4.52	3.92
North Central	4.71	23.36	57.18	7.07	4.61	3.07
Northeast	2.73	26.60	58.61	4.27	5.29	2.50
West	2.38	21.47	54.98	6.78	4.16	10.23
Central	7.97	30.47	49.06	5.54	4.13	2.83
East	9.45	27.69	53.52	4.22	3.04	2.08
Southwest	4.06	29.72	48.55	5.61	6.15	4.91
South Central	7.31	33.92	45.45	5.94	2.56	4.82
*Southeast	7.10	30.9	44.16	9.14	4.23	4.47
THE STATE	5.08	26.09	54.27	5.95	4.31	4.30

Results from the 6,489 dozen eggs candled and graded in the strictly Ozark counties comprising the entire southwestern part of the State show that the eggs from this section rank high with respect to the other sections. The eggs handled in strictly Ozark counties were divided into the six grades as follows: EXTRAS, 6.97%; No. 1s, 30.44%; No. 2s, 47.49%; DIRTIES, 5.61%; CHECKS, 3.83%; ROTS, 5.66%.

The results grouped according to sections of the State indicate where conditions are the best. The facts are, in a measure, surprising because it has generally been believed that the highest per cent of bad eggs and those of inferior quality would be found in the southwestern sections of the State. Actual figures compiled from the results of candling and grading of the eggs show that eggs from the Ozark counties are somewhat superior in quality to the eggs representing the average for the State.

There has been, no doubt, considerable unmerited criticism of the eggs produced in the Ozarks. Inferior quality eggs from nearby states have often gone into the terminal markets as originating in the Ozark sections of Missouri. Furthermore, the egg trade has apparently not given sufficient consideration to the vast improvements in production and handling of eggs in Missouri Ozark counties during recent years. The people in the Ozark counties of Missouri depend almost wholly upon poultry and dairy products for their living. It is to be expected that, other conditions being equal, they should specialize in the egg producing business in a way to market a superior product. Egg production does not bear the same important relation to agriculture as a whole in North Missouri as it does in the Ozark counties. In the Ozark counties, egg production is one of the major agricultural industries. In most counties of North Missouri egg production is a sideline as compared with field crops and live stock farming.

Considering the figures by counties, it was found that the best eggs are found near large local markets where fresh eggs are readily sold direct to the consumers. The same condition seems to be true in territories in which a large egg packing plant is located, where eggs which are precooled after being brought fresh from the country bring a higher price per dozen than eggs from territories remote from such egg packing plants.

During the campaign the field men of the State Marketing Bureau weighed 17,236 dozen eggs out of the total 38,150.42 dozen which they handled. Approximately one half of the eggs produced are under the minimum weight for No. 1s. The standard weight for No. 1s is 22 to 24 ounces per dozen. These figures should have particular appeal to the producer. By careful selection of his breeding stock he can take many of his No. 2 eggs out of that grade and put them in No. 1s and Extras, as far as size is concerned. Producers should realize the importance of selecting eggs for the incubator in developing a larger market egg.

The summer's egg grading work of the Missouri State Marketing Bureau has attracted considerable attention throughout the United States of a highly commendatory nature. Many authorities consider the work the most constructive ever undertaken in any State in behalf of the egg and poultry industry.

The work is being continued through the winter months by demonstrations with farmers, and especially with high school agriculture teachers and their students.

*These eggs were handled during October and November and it is not expected that they will grade quite the same as eggs handled from the same section during the months of hot weather.

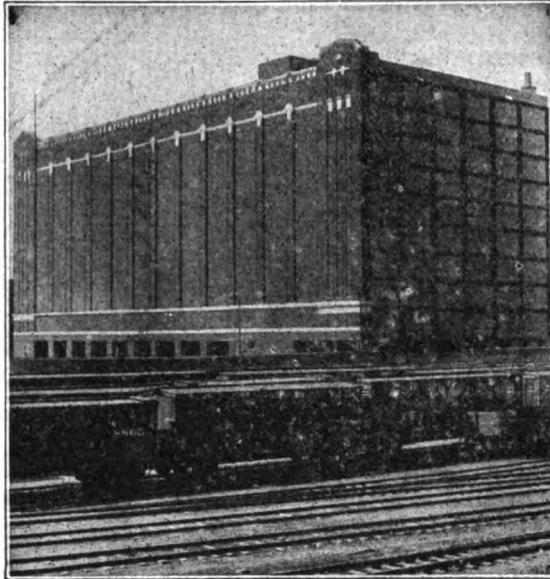
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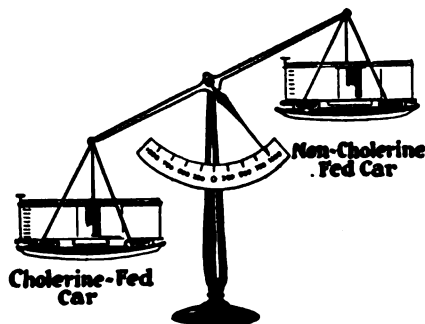
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QUALITY BUYING

Failure to buy on a quality basis widens the spread between the price the producer is paid and the price the final consumer pays and it is concerning this spread that both producer and consumer complain: the complaint of the producer is that he is not paid enough; the complaint of the consumer is, that he pays too much. Neither one, however, knows very much about quality, from a distribution standpoint and herein, because he knows all about quality, the country shipper has it in his power to allay these complaints and if he would maintain his present status and relieve himself of co-operative marketing competition, he must do a little educational work on his own account.

In many localities the competition between local buyers is the one big stumbling block in the way of quality buying and the first step looking toward education is within this circle. Perfectly legitimate trade "understandings" may be entered into within the circle, to the effect that only quality buying would be practiced.

After this understanding is entered into, the next step would be to define "quality." For this purpose it would seem advisable to follow as closely as possible the grades or standards adopted by the exchanges on the various consuming markets.

With these matters out of the way the actual work of educating the producer could be commenced, and the first step would be to acquaint him with some of the distribution troubles with which he is at present unfamiliar. Take a concrete case for an example: In one of the Western States a large poultry packer had for a shipper a Farmers' Grange. One of the directors of the 'Grange' complained very bitterly because the poultry packer paid five cents per pound less for black spring chickens than he was paying for Plymouth Rock, Rhode Island Red and White Wyandotte chickens. The 'director' had a flock of Black Langshangs chickens ready for the market but he could not see the five cent discrimination against his birds and threatened to market elsewhere. The poultry packer could not afford to lose the 'Grange' as a shipper and he could not afford to pay the same price for Langshangs that he was paying for the other breeds. In this dilemma he invited the 'director' to bring his Black Langshangs to the dressing establishment, which he did. The 'director' saw them weighed into the feeders. He was then invited to return when the chickens were to be dressed out. This he did and it was proved to him beyond any doubt that he was paid too much for his chickens and the proof presented was the following: After feeding the Black Langshangs 10 days, they weighed less than they did on the date they were placed in the feeders; there was not one of them that was good enough to go into the first grade of the poultry packer; a few of them went into the second grade and the balance into the third and fourth grades. This was owing to the fact that the birds took on no fat and were dark and 'pinny.'

After the demonstration the director went back to the 'Grange' and told the members that this poultry packer was paying more for this class of poultry than it was worth; in addition he disposed of his Black Langshangs and replaced them with birds of another variety and he is now busy advising members of the 'Grange' to do likewise.

The poultry packer referred to is in a locality where the competition is keen and for a long time he was threatened with additional competition from the Grange

in question, but he adhered to his quality buying program and the demonstration referred to has made Grange members his big boosters.

Concerning quality buying this poultry packer states: "There is no more reason why we should pay a farmer who raises poor chickens as much as we pay the farmer who raises good stock, than there is to pay a man as much for a bushel of cull apples or potatoes as he would be paid for fancy apples or potatoes."

When this poultry packer talked apples and potatoes to the farmers, they knew what he was talking about, but when he talked "quality" in poultry it took an actual demonstration to convince them that Black Langshangs do not dress out with Plymouth Rocks and for this reason one is not worth as much as the other.

The educational work recommended to country shippers is along the lines of the demonstration referred to.

In the case in point: the farmers have made it possible for the poultry packer to grow and prosper. He is well known throughout the trade and his pack commands a premium. And the poultry packer, by adhering to his quality-buying policy, has made it possible and profitable for the farmers to improve their flocks and to market them through the accustomed channels.

QUALITY BUYING OF EGGS

It is interesting to consider what would be the effect upon the egg industry if those who purchase eggs from general farm producers at this season would be able to make a difference in paying prices equal to the difference that prevails in final consuming markets. Many of the fresh-gathered eggs that arrive in New York during the fall contain a mixture of qualities ranging from full, strong-bodied, fresh production down to shrunken, watery eggs, some showing still more serious defects. If these inferior qualities are not deliberately mixed in by shippers they must consist of eggs held back by farmers, and when country buyers pay uniform average prices the actual loss often occasioned by such holding is not apparent. When the various qualities are candled out on the New York market there is a range in their value at the present time of something like 40c a dozen, to say nothing of those that may be worthless.

There are practical difficulties in the way of so close a grading at interior points as would permit carrying back to the producers this full range of difference in value, but shippers who can buy under the candle could make at least three grades of merchantable eggs, confining the first grade to full, strong-bodied, fresh eggs such as are wanted by high-class carton trade and free from mixture with lower qualities. On this basis of grading they could make a difference in paying prices of perhaps 25@30c a dozen and producers would learn that it pays to market eggs while fresh even during a season when the price of really fresh eggs is normally advancing.

Some shippers say they cannot buy eggs on a strict quality basis because competitors refuse to do so. We believe this is a fallacy. If an appropriate grading is made the price that could be paid at this season for candled, fancy, fresh eggs would be so much above the average that producers could hardly afford to neglect the opportunity to sell on that basis, and the buyer who continued to pay an average value would be likely to get the under-grades only.—*New York Produce Review and American Creamery.*

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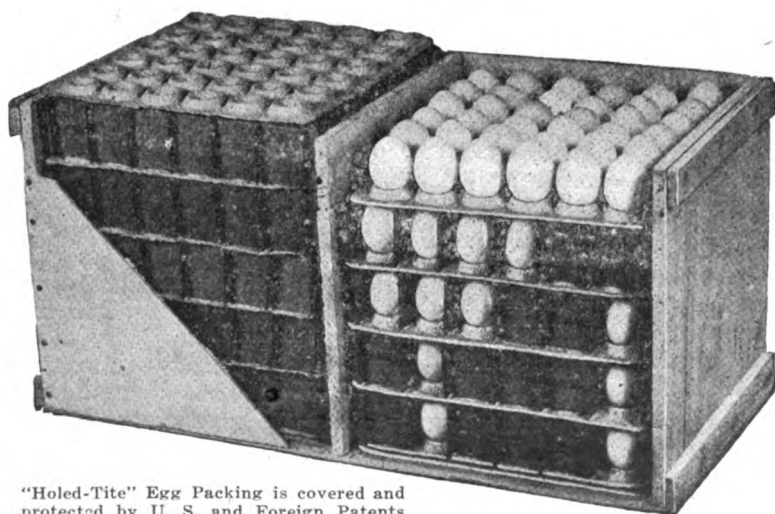
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The projecting rings on flat lock the
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NEW YORK CITY

THE NEED OF THE HOUR

Co-operative marketing received a large amount of attention at a recent four day convention of the American Farm Bureau Federation held in Chicago.

The distribution of farm products from producer to consumer is of equal importance as an element of production with the raising of the crops on the farm. It is an industry that affords to our people a business opportunity for public service and remuneration equal to and, to many, of equal importance with the opportunity and service of agriculture. The two phases, although entirely inter-dependent, are separate and distinct, each requiring a special education, experience and qualification for its successful and truly serviceable pursuit.

In the phenomenally rapid growth of our population, the extension of productive areas, the development of distribution facilities and management, crudities have been inevitable. On the whole the efficiency of the development has been remarkable in meeting the rapidly expanding public need. When we compare the conditions of food maintenance of our people a hundred years ago, when a far larger part of them were farmers and the others supplied from nearby sources, with the present complex conditions arising from the relative magnitude of manufacturing industries and the spread of distribution necessities and functions to the limits of the nation in all directions, one can but be impressed with the general competency of the natural forces underlying so great a development coincident with the growth of the public need.

In this development uneconomical or wasteful methods have been as prevalent on the farms as in the field of distribution despite the fact that until comparatively recent years farming has received the advantage of scientific research and educational efforts by governmental agencies far in excess of any devoted to distribution methods and facilities, in which natural competition has been, as it must continue to be, the chief incentive to progress in economy of the methods and practices in vogue.

There is no doubt that distribution methods as well as farming methods are in many respects subject to improvement. Neither is there any doubt, we believe, that some of these improvements, and perhaps the chief among them, may be effected by co-operative effort on the part of producers. We refer here to the possibility of improvement in the assembling, standardization and packing of products which has an important part in the economy and directness of later distribution.

In the later distribution functions it is difficult to see how farmers' co-operative organizations can contribute to any general improvement as compared with the existing and freely competitive agencies. In any case the fittest will survive. The various specialized fundamental functions in distribution are essential and inevitable. So far as they may be taken up by co-operative organizations the latter must compete with individual or corporation services without any particular advantage. In fact in all departments of distribution from farm to consumer the co-operative organizations can gain an advantage only so far as they can effect real economies and improved service as compared with the best now available under individual establishments. And imaginary improvement, based upon fallacious conceptions as to the competency or incompetency of existing agencies will count for naught.

But individual agencies concerned in the assembling, packing and marketing of farm products cannot, in the march of progress, maintain their position if blind to, or callous to, the needs of improvement within their own province. If obvious need of reformed method is not supplied it will give the co-operative organization a true function, a supplanting power and the opportunity for establishment which will be much more difficult to compete with by individual agencies after the fact than in anticipation.

As intimated above we believe the weakest link in the chain of farm products distribution is in the present inadequacy and crudity of assembling, standardization and packing. It is in this field, because of existing faults and bad methods, that the farmers' co-operative organization will find its nearest to hand and most logical opportunity of successful establishment. In some fields of this character these associations have already affected very great improvements and advancement, so great, in fact, as to make it questionable that any independent and individual agency in this particular field can match it in respect to certain products.

It is becoming quite certain, we believe, that distribution agencies dealing directly with producers must provide for the whole industry the advantages of grading and standardization required for economical distribution or, ultimately, be driven from the field. In fact a similar attitude should be adopted by all agencies of distribution, but in most of these the natural forces of competition suffices as an effective incentive to economy.

Probably grading and standardization are the prime essentials of economical distribution. Co-operative organizations that start with these and establish also their own agencies of later distribution may be inclined to attribute to the latter a degree of apparent success due entirely to the former. The advantages of uniformity and reliability of packings may, in fact, cover up deficiencies in co-operative management of distribution agencies.

In the long run distribution is unquestionably competitive and uneconomical or wasteful practices will gradually be ground out. The process will, however, be hastened by the farmers' co-operative movement and the sooner individual agencies realize this and anticipate the needs and the opportunities to supply them the better will they be equipped to maintain their position.—*New York Produce Review and American Creamery*.

CLEAN HOUSE NOW

Practically all plants are just now stepping into the "between season" and the subject of idle equipment seems in order. One of the first essential things to be done around a plant is to take care of their steel equipment—cooling racks should be cleaned of all blood and other matter, then coated with a treatment of waste oil before being stored. This prevents corrosion entirely; and steel cooling racks in the Sumner plant for the past fifteen years are as bright as new, after having received this annual attention. All scale beams as well as the under-structure of scales should be treated in a similar manner; also all grading and packing scales that work on a spring principle such as Chatillions, etc. The proper care of equipment of this nature will make it outlive the business. Usually after going through a poultry season, feeding station wiring is loosened up a bit and hardly in first class condition. You will have time now to go over all of this wiring.—*Exchange*.



The official organ of the National Poultry, Butter, and Egg Association. Devoted to the interests of the Poultry, Butter, Egg and Cheese Shippers, Receivers and Storage Warehouse Men and associated interests of the United interests of the United States, Canada and Cuba who are members of this Association.

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CHICAGO, MARCH, 1923

THE SPRING MEETINGS

The officers of the various State Associations will have their heart-breaks this year, just the same as they have had them in preceding years. They will arrange a program that will include hospitality, entertainment and instruction. For providing the two former features, they will receive the thanks of their guests and be hailed as "good fellows" and this is their entire compensation. For providing the last feature, their reward for honest, gratuitous labor, is worry, disappointment and embarrassment. "Twas ever thus," but it is wrong—not wrong from intent but from utter thoughtlessness.

There are changes going on in this industry which officers of organizations are noting with no little concern but their efforts to arrest them meet with no affirmative support and with a show of but slight appreciation.

At all of the spring meetings, questions of vital importance to the industry will be discussed by men who have the best interests of the industry at heart and these men should not be permitted to talk to empty chairs. Moreover, the men who make these spring meetings possible should be accorded the same consideration that the guest would expect if conditions were reversed.

A little thoughtfulness on the part of each guest would fill every chair at the business sessions and gladden the hearts of the hosts and their speakers.

MRS. GRUNDY OR CLEAN HOUSE

With the experiences of the egg shipping season for the year 1922 before them, the carriers correlated the data gathered and are about ready to launch another campaign to educate shippers as to the best methods to pack and load eggs with a view to reducing breakage to the lowest minimum, and incidentally to reduce the amount of claim payments. It is fit and proper that they should do so, and shippers should be willing, and in fact anxious, to help the matter along.

Just what foundations of fact the carriers have for the conclusions they will advance concerning claim payments for eggs damaged in transit is not known, but if the following is a sample, it seems the inspection bureaus are due for an overhauling.

In preparing for the coming educational campaign, the carriers prepared a draft of its coming circular and sent it to various shippers for constructive criticisms. One of these shippers approved the draft, subject to a minor criticism, and then volunteered the following:

"In my opinion the most fatal defect in the proper working out of these rules results from the failure of railroad agents to go into the warehouses of the various packers of eggs at different times and familiarize themselves with the way the eggs go into the cases, the character of the egg packing cases and the character of the stowing in the car.

"In other words, I think that every one of your agents located at a point from which egg shipments are moving should know the character of goods packed by shippers and everything concerning them that has to do with the rules that you provide. Equipped with this knowledge, when he meets his fellow agents two or three times a year, if the discussion discloses to him that his shipments are not to a proper standard, he can carry home a message of importance to them.

"There are some things that I do not wish to say as though they were of my own knowledge, and, therefore, I will use the following phraseology:

"A few years ago I heard a man say that some shippers of current receipt eggs filed no claims covering loss from less-than-carload transportation. At the same time upon returning to my desk I found that our losses on eggs were several times as great from the less-than-carload transportation of them than there was from the carload. Further statement was made by this party that these shippers were in the habit of representing current receipt eggs that had not been rehandled or repacked, as storage packed eggs, knowing that they would arrive at destination with damaged eggs in them and they would then be candled into storage at the expense of the carriers.

"Now, if your agents know just what kind of eggs go to make up the quantity that are billed in any car, then they will of themselves know of this fact and will eradicate this character of losses from those for which you pay. I think it would be worth while for agents to make these tours and check up the whole process even though they spent a half day around a plant on several occasions. This party stated that in his opinion the losses of the carriers were largely made up of this character of claims, and if this is true the suggestion that I have made would tend to eliminate the major portion of your losses."

In the foregoing a mere volunteer alleges that one shipper charges other shippers (and, by innuendo, receivers as well) with criminal conduct, and if these charges be true, then the carriers are presumptively culpable because it is a well known fact that on arrival of cars of eggs at large consuming markets, the first man to enter the car and the man who breaks the seal on the

car is an inspector connected with the inspection bureau—he is the man who says “improperly loaded.” If the car be damaged, the eggs are reconditioned in the car, on the premises of the carrier, and under the supervision of this inspector.* This inspector knows, or it is his duty to know, exactly what goes on.

Again: It is claimed by the carriers that the inspector is an expert “egg man”; if this be a fact, then he knows whether the eggs are “current receipts” or “repacked and rehandled current receipts” or “storage packed,” and if, with the expert knowledge which is claimed for him, he directly or indirectly permits the practice referred to, there is culpability. On the other hand, if the inspector is not the expert which he is claimed to be, he has no business to be on the job, and so long as he remains there, his ignorance will not be an excuse for culpability.

Again: The activities of the inspector do not end with the inspection of the eggs in the car, on the premises of the carrier, nor with his supervisory duty in the reconditioning of the damaged eggs, but they continue from there clear through to the office of the Freight Claim Agent where his report concerning the extent of damage and the amount to be paid for it is in most instances, the final word—in fact it goes farther than this, and to the extent that this inspector, in practice, down at the last analysis, is the real Freight Claim Agent and says whether the claim shall be paid or not.

Taking into consideration the close scrutiny which shipments of eggs are given from the time they arrive at final destinations until they are delivered to consignees, we cannot believe that the alleged charges are true, and our experience with these matters leads to other and different conclusions. We believe too, that the shipper who made the general and promiscuous charges did so for competitive reasons, and for the purpose of driving “current receipts” to breaking establishments.

Because we cannot see how the criminal enterprises could be carried on without the connivance of the inspector, we believe the charges have no foundation in fact, because we further believe the inspector would not be a party to them, but on the other hand would be active to oppose them. In spite of the fact that many of the practices of the inspector cannot be justified, we have never suspected him of criminality nor dishonesty and we do not so suspect him—in fact we believe he is a good and honest citizen, and his only fault is a prejudiced zeal for his employer without due regard for the equities of others.

The claim policies of the carriers should rest on substantial foundations of fact, and the *Mrs. Grundy letter* referred to does not afford such foundation, and it should be accepted by the carriers as emanating from *Mrs. Grundy* and treated accordingly. On the other hand, if the carriers will not treat the communication as indicated, then they must clean house.

The suggestion that carrier agents exercise a police surveillance in the private establishments of shippers is at least premature. When the carriers develop their own business up to the point where they will be able to issue clean bills of lading for property delivered to them, it will be time enough to talk about the policing of private establishments.

The business of handling eggs is one of the most keenly competitive businesses known, but this method of competition which at once places the entire industry and the innocent agents of others with whom the industry comes in contact, under a cloud, is wicked.

*This method of procedure applies at all markets excepting New York and Boston. Carriers' scrutiny at New York and Boston, however, is not relaxed, but attaches by other methods.

IS IT WORTH A TRY?

When the Executive Committee of the National Poultry, Butter and Egg Association undertook its last Educational Campaign in response to the recommendation of the members of the Association made at the last annual convention, it believed it had a hard up-hill fight because of the lack of sufficient funds and it immediately put on its up-hill climbers and working clothes and set about to find those free instrumentalities which are available to men who work and the result has been a measure of success which was not thought possible of accomplishment in so short a space of time, and this brings it up to the question:

IS IT WORTH A TRY

For the National Poultry, Butter and Egg Association at its next annual convention, to stage in the hotel where the convention will be held, an exposition *open to the public*, where will be exhibited the products distributed by this industry—particularly the cold storage products?

The possibilities for educating the public offered by such an exposition cannot be measured, and the time is psychological.

To bring about such an exposition will require the moral support of all members, the active, voluntary work of a few members, plus the exhibits of those who desire to exhibit.

The Executive Committee requests members to express their opinions as to whether or not such an exposition is desirable, what ideas they have in mind as to how it shall be conducted, and to what extent they will support it.

Address the Executive Offices.

AGAIN, WHY THE NATIONAL?

“The legitimate object of government is to do for a community of people, whatever they need to have done, but cannot do at all, or cannot so well do for themselves in their separate and individual capacities. In all that the people can individually do for themselves, government ought not to interfere.”

The answer to the above question, in addition to answers which have appeared in the ‘Bulletin’ in times past, was answered by Lincoln in the above quotation, when he was striving to keep the Union together and it is the most fitting answer of them all. At the present moment there is no striving to keep the National Poultry, Butter and Egg Association together, but there is a need of new members for the purpose of bringing the entire industry into closer harmony with the public.

In an organization such as the National Poultry, Butter and Egg Association, its growth and influence depend entirely upon the voluntary efforts put forth by the membership at large and the fact that their organization is gaining in weight and influence should not cause them to relax their efforts to secure new members.

The need of a National organization for this industry, to care for, and to foster its proper relations to the public, is as real as is the need of the whole people for Government.

Read again what Lincoln said concerning the legitimate object of government and then apply it to the National Poultry, Butter and Egg Association and get new members.

A. M. JOHNSON, President
MARK HYDE, Vice-President

Absolutely Fire Proof

Telephones: Main 2768
Main 2787

NORTH AMERICAN COLD STORAGE CO.

345-359 NORTH CANAL ST.

CHICAGO

TO THE PRODUCE TRADE:—

If you have ever stored in the North American you will remember they endeavored to meet your every demand—goods came out as fresh and sweet as they went in, and there was absolutely no red tape about advances, insurance, or charges. Now, before placing your 1923 business, there are seven good and sufficient reasons why you should give this house consideration.

1. Sure storage temperatures are impossible in a poorly constructed building. Silk purses are not made out of sows' ears, nor can good freezers be made out of discarded breweries or common warehouses. The North American was built for cold storage purposes. This winter it has been completely overhauled and opens for the new season with machinery and insulation in perfect shape.

2. You not only require a safe building but a safe organization to operate it. North American officials have the benefit of eighteen years of study and experimentation in one house. They don't make mistakes at your expense.

3. Location is most important. The North American is just midway between Fulton Market and South Water Street; has shipping facilities on the Chicago River, and private sidings on the Pennsylvania Railroad; with no switching charges on any road where billings are made Panhandle delivery. Goods, from or for, east or west, are handled with the utmost dispatch; and hold-overs, owing to necessity of transfers, are eliminated.

4. Charges for storage are as low as can be offered by any properly built plant. The North American invites you to personally inspect their sixteen floors; they are proud of every one of them. There is no marble, mahogany, or other luxuries; just modern equipment, backed by efficient management and expert service.

5. You are about as busy as you can be when the season is on, and above all, must have dispatch in money transactions. The North American covers drafts on notification, and where advances are desired, base amounts primarily on the customer himself. Every attempt is made to protect legitimate trade; jobber, dealer and broker. Red tape is eliminated and advances completed on arrival of goods.

6. One of the North American's strongest claims is that information concerning your affairs cannot leak from their office. Outside of the Vice-President, Office Manager and Accountant, no one has access to the books, and competitors, with authority as directors, can get no information concerning your transactions; for there are no such directors in this house.

7. Present prosperity hinges on so many possibilities beyond our control, both at home and in Europe, that predicting futures is an impossibility. It is most necessary that storage plants be able to weather any condition that might arise. Bear this in mind: The North American stands amongst the strongest in America.

To summarize:—One of the best built and best located houses in Chicago asks your business on a basis of REASONABLE CHARGES, DISPATCH IN MONEY TRANSACTIONS, SECRECY, and FINANCIAL RESPONSIBILITY.

Very truly yours

THE NORTH AMERICAN COLD STORAGE CO.

Mark Hyde, Manager.

ESTABLISHED 1889

C. H. Weaver & Company
CHICAGO

Headquarters For

**BUTTER, EGGS,
FROZEN POULTRY**

Always Open for Business,
Either to Buy or Sell

EGGS

**BUYERS :: BROKERS
COMMISSION**

BOWMAN & CO.
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**WHOLESALE
DEALERS**

**136 West Lake Street
CHICAGO**

**Automatic
Refrigerating
Plants**
for
**Poultry
Butter
and Egg Houses**

All the word Automatic implies

INSTALLED ONLY BY

The Automatic Refrigerating Co.

Main Office and Works: HARTFORD, CONN.

ESTABLISHED 1894

*"When You Want the Coin—
Ship to Coyne."*

**FRESH EGGS WANTED
CREAMERY BUTTER
LIVE POULTRY**

Carlots or Less

Financial Responsibility Exceeds \$200,000.00

Coyne Brothers

Telephone Main 2835

**119 W. Southwater Street
CHICAGO**

DECKO DOES IT DAILY

DECKO fed daily adds a pound of flesh at a cost of 4 to 7 cents for feeding. Would you buy poultry at 4 to 7 cents a lb. and resell at present market values? This is exactly what you achieve when you feed DECKO daily.

One of the largest midwest shippers fed DECKO daily through September and October. The gains in weight ran from 10 to 25 per cent in 4 to 6 days feeding DECKO'S daily performance is what counts.

DECKO is the only Fattener that is tested every day of the year for standard quality. It is fed continuously to market fowls at our own plant and the results are checked up daily.

This is your Guarantee that DECKO is always of full strength, potency and quality. Feed DECKO daily.

Write or wire today for prices.

The Simmons Milling Co.

153 W. Water St.

CINCINNATI, OHIO



CREAMERY PACKAGE COMPANY AND DAVIS-WATKINS DAIRYMEN'S MANUFACTURING COMPANY MERGE

At a stockholders' meeting January 31st, 1923, an agreement has been entered into with the Creamery Package Mfg. Company, Chicago, Illinois, whereby our interests are merged with theirs as of March 1, 1923.

The Davis-Watkins Dairymen's Manufacturing Company, in corporate form, will be dissolved as soon as convenient after the physical properties have been delivered to the purchasers.

The officials of the Creamery Package Mfg. Company, have not yet definitely determined their plans, but as a general proposition business will go on just as at present. This merger means more than appears in this brief announcement, in that a bigger and better Company with greatly increased business and capital will result, with correspondingly increased facilities and broader lines.

In the meantime, until the actual transfer of the property, The Davis-Watkins Dairymen's Manufacturing Company continues in business and we will appreciate the continued business of our customers as has been so fully given us in the past.

The management desires also to thank each and every one of you for the patronage of this Company, and bespeaks the same for the merged Companies.

GEO. H. IVERSON LEAVES FULTON MARKET COLD STORAGE COMPANY

Will Be Connected With S. Love Kelley Butter, Egg And Poultry Brokers

On February 1st, Geo. H. Iverson, one of the best known Cold Storage men in the country, will sever his connections with the Fulton Market Cold Storage Company of Chicago and will become a member of S. Love Kelley, Inc., dealers and brokers in Butter, Eggs and Poultry.

Mr. Iverson started in the Cold Storage business about twenty years ago, having been connected with the Chicago Cold Storage and Warehouse Company, the Central Cold Storage Company and the Fulton Market Cold Storage Company.

Mr. Iverson is well and favorably known in produce circles and all wish him much success in his new undertaking.

C. E. Nelson formerly manager of the North American Cold Storage Company of Chicago will succeed Mr. Iverson as manager of the Fulton Market Cold Storage Company.

PROPOSED OHIO LEGISLATION

L. J. Draper, Director of the Department of Agriculture, State of Ohio, in his annual report for the year 1922, among other legislation, recommends the following and says it is needed:

1. Licensing cold storage plants and charging \$50.00 per year. Requiring more frequent inspection and giving right to revoke license for violation of time limit. Also giving the Department or some authority, the right to sell at a fair price, food products that have been held beyond the time limit, and yet fit for human food. This year food products were held beyond the limit prescribed by law, yet there was no legal method for their disposal.

EGG GRADES

National Poultry, Butter and Egg Association Rules
Governing Classification and Grading of Eggs

Eggs shall be classed as **Fresh Gathered, Storage Packed and Refrigerator.**

They shall be graded as **Extra Firsts, Firsts, Seconds, Dirties and Checks.**

"Loss" as used in these rules shall comprise all rotten, broken (leaking), spots, broken yolked, frozen (split), hatched (blood veined), and sour eggs. Very small, very dirty, cracked (not leaking), badly heated, badly shrunken, salted and chilled eggs shall be counted one-third loss in all grades excepting Seconds, Dirties and Checks.

In the following rules "loss" as referred to in excess of the allowance for rotten eggs shall be determined by counting three defective eggs, such as small eggs, dirty eggs, checked eggs or other eggs fit for human food and at the same time defective, as being and meaning one egg loss. And it is understood that every three such defective eggs shall be termed and considered one egg loss. "Leakers" and "smashed" eggs shall not be included in the foregoing computation, but in all instances every leaker or broken egg shall by itself be counted total loss.

Nor shall there be allowed an excess of an average of 12 visible checks per case in five per cent of all cases contained in a shipment of any grade provided for herein except checks.

Fresh Gathered

"Extra Firsts" (between June 1 and December 1 only) shall be packed in new or standard 30-dozen cases, unless otherwise specified at time of sale; shall consist of clean, fresh, reasonably full, strong, sweet eggs, 60 per cent, and net average weight 44 pounds or over, no case of sample inspected to weigh less than 43 pounds.

The balance, other than the loss, may be defective in strength or fullness, but must be sweet. There may be a total average loss of two dozen per case; and of this average loss the loss in bad eggs must not exceed nine eggs.

Fresh Gathered Firsts shall be packed in new or standard 30-dozen cases, unless otherwise specified at time of sale; shall consist, of clean, fresh, reasonably full, strong, sweet eggs as follows:

February 20 to May 15, 65 per cent, and average weight 42 lbs. or over, net, no case of sample inspected to weigh less than 41 lbs.

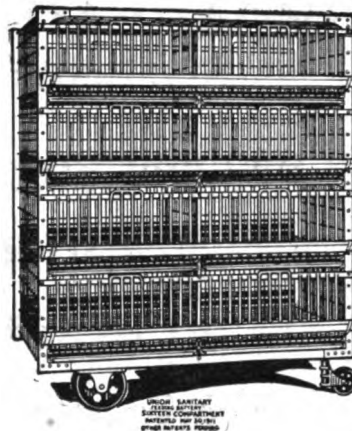
May 16 to February 19, 50 per cent, and average weight 42 lbs. or over, net, no case of sample inspected to weigh less than 41 lbs.

The balance, other than the loss, may be defective in strength or fullness, but must be sweet. The dead loss in bad eggs must not exceed one dozen per case, and the total average loss may not exceed two dozen per case, excepting between July 1 and August 15, when the dead loss in bad eggs may be one and one-quarter dozen, and the total average loss may not exceed three dozen per case.

"**Fresh Gathered Seconds**" must be packed in new or standard 30-dozen cases, unless otherwise specified at time of sale, shall be reasonably clean and shall consist of fresh, reasonably full, strong, sweet eggs, as follows:

February 20 to May 15, 50 per cent, and average weight 40 lbs. or over, net, no case of sample inspected to weigh less.

UNION
Sanitary
Feeding
Battery



Pat. May 30,
1911
Other Patents
Pending

Two Things You Need

Feeding Batteries and Cooling Racks

Feeding Batteries to fatten your young stock quickly; and Cooling Racks to get it to the market in the most profitable condition.

UNION Batteries and Racks contain many exclusive features. They are all-steel, heavily built, and will withstand the roughest handling. Fully galvanized throughout, rust proof and thoroughly cleanable with steam or hot water.

Shipped knockdown or set up. Every part is easily replaceable, keeping your equipment always in use and your investment always good.

All special features fully patented. You can obtain UNION advantages on no other rack.

Write for complete descriptive folder, state your needs and get our special proposition.

UNION STEEL PRODUCTS CO., Ltd.

130 N. Berrien St.

ALBION, MICHIGAN, U. S. A.

"IN UNION—STRENGTH"



UNION
Poultry
Cooling Rack
Universal Type
Bars

Pat. Aug. 18
1914

FEDERAL COLD STORAGE COMPANY

1800 N. BROADWAY :: ST. LOUIS, MO.

3,000,000 cubic feet of storage space

Special Egg Rooms

Four Large Freezer Rooms

*Quick Access to Markets and Consuming Territory
Served by 24 Railroads*

Shippers' Requirements Understood and Met

NO GRADES — NO RAILROAD CROSSINGS

The Insurance Rate of Eleven Cents indicates the
modern and substantial construction

THE CENTER OF POPULATION

Is Just East

THE GEOGRAPHICAL CENTER

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1891 **GALLAGHER BROTHERS** 1922

SPECIALIZING IN

BUTTER and EGGS

Car Lots or Less

One of Chicago's Largest Receivers and Distributors

Correspondence solicited

165 West South Water Street

CHICAGO, ILL.

ESTABLISHED 38 YEARS

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BEST TRADE
---SELL---

AYRSHIRE BRAND

WHOLEMILK
CREAMERY
BUTTER

Tubs—1 lb. Prints— $\frac{1}{4}$ lb. Prints

H. C. Christians Company

116-18 W. Illinois St.

::

CHICAGO, ILLINOIS

Main Office and Factory, Johnson Creek, Wisconsin

Balance of the year; 40 per cent, and average weight 40 lbs. or over, net, no case of sample inspected to weigh less.

The balance, other than the loss, may be defective in strength or fullness, but must be sweet. There may be a total average loss of three dozen per case, but of the total average loss the loss in bad eggs must not exceed 1½ dozen per case.

Storage Packed

Storage Packed shall be the term applied to eggs put up for storage. They must be packed in new 30-dozen whitewood cases, unless otherwise specified at time of sale. The fillers must be new and dry No. 1 or medium strawboard, with flats of excelsior cushion over top and under bottom layers. Corrugated flats may be used on tops only. No. 1 quarter fillers may be used on tops only. The padding may be kiln-dried excelsior on top of each case; no pine excelsior to be used. Any car of storage packed eggs in which washed eggs are found will be deemed as not fit for storage and will be reported "no grade."

"**Storage Packed Extra First**" shall contain from March 15 to May 31 eighty (80%) per cent and for balance of year seventy (70%) per cent of clean, reasonably full, fresh, sweet eggs and weigh 44 lbs. average net per case, no case of sample inspected to weigh less than 43 lbs. The total average loss may be 1¼ dozen, but of this there must not be over one dozen checks per case, nor more than three bad or broken eggs between March 15 and May 31. The balance of the year the average loss may be 1¾ dozen, but not more than six bad or broken eggs.

"**Storage Packed Firsts**" shall grade as follows:

From March 15 to May 31, 70 per cent clean, fresh, reasonably full, 43 lbs. average net weight, no case of sample inspected to weigh less than 42 lbs.

Balance of the year, 55 per cent clean, fresh, reasonably full, 43 lbs. average net weight, no case of sample inspected to weigh less than 42 lbs.

March 15 to May 31, the total average loss must not exceed one and one-half dozen, and of this loss there must not be over twelve (12) checks per case, and the bad and leaky eggs must not exceed one-half dozen.

Balance of year the loss must not exceed two (2) dozen per case. Of this loss the leaky, bad or rotten must not exceed nine eggs per case.

"**Storage Packed Seconds**" shall grade as follows:

From March 15 to May 31, 55 per cent fresh, reasonably full, 42 lbs. net weight, no case of sample inspected to weigh less than 41 lbs.

Balance of the year, 40 per cent fresh, reasonably full, 41 lbs. net weight, no case of sample inspected to weigh less.

The total average loss must not exceed three dozen, of which there must not be over one and one-half dozen checks per case, and not more than one dozen rots, spots or leakers.

Refrigerator Eggs

In making offerings of refrigerator eggs they may be further designated by stating the month in which they were stored and the storage certificate shall be taken as prima facie evidence of the day and month when stored. The storage house may also be stated, and, unless otherwise specified, when sold as in storage, the storage charges for the season must be paid by the seller.

Refrigerator and Held Fresh Eggs shall be graded as follows:



Meet a *Fatena* Man at the Convention

At every convention of poultry feeders you will find Fatena Service Men, each with a glad hand and a helping hand. You go to a convention for money-making hints. Don't pass up one of the best bets.

Ask about Our Field Service

Former government and state research men, now in our employ, are cutting the cost of feeding in fattening plants the country over. They can make you more profit, too. Be sure to talk to a Fatena man at the convention.

Look for the Checkerboard Sign

PURINA MILLS

987 Gratiot Street,
St. Louis, Mo.

Ft. Worth, Texas Nashville, Tenn. Buffalo, N.Y.



HARRY H. REDFEARN & CO.

208 N. Wells Street
CHICAGO

BROKERS and COMMISSION MERCHANTS
of

Butter and Eggs

Members of Chicago Mercantile Exchange, Trading Daily
in Futures

Give Us Your Next Order

Represented at the convention by HARRY H. REDFEARN and FRANK P. COLLYER

Financial responsibility exceeds \$150,000

We are now permanently located in Our New Modern up-to-date
Produce House at

1122-24 Fulton Market

Where we are fully equipped to handle

POULTRY—BUTTER—EGGS

THE PETER FOX SONS CO.
CHICAGO

Now Booking Orders for the Coming Season

CANNED EGGS our specialty

EGGS: "Circle W"—Moravia, and Moulton, Iowa

"Hall's Pride"—Sigourney, Iowa

Original packers "DANDY BRAND" Poultry—dry-picked, scalded

THEODORE AARON, Inc. 202 N. Wells St., Chicago, Ill.

All eggs offered as refrigerator shall be sweet and free from mildew or foreign taste or odor.

Extra Firsts must be sweet and reasonably full, and in grading, packing and selection shall have the appearance of having been Storage Packed Extra Firsts at the time of storage; must average 43 lbs. or over net, and no case of sample inspected to weigh less than 42 lbs. The total loss must not be over one and one-half dozen, of which not more than six eggs may be rots, spots or leakers.

"Firsts" must be sweet and reasonably full, and in grading, packing and selection shall have the appearance of having been Storage Packed Firsts at the time of storage. Must weigh 42 lbs. average net, no case of sample inspected to weigh less than 41 lbs., and the total loss must not exceed two dozen per case, of which not more than nine eggs may be rots, spots or leakers, excepting after January 1, when the total loss must not exceed 2½ dozen per case, of which not more than 1½ dozen may be rots, spots or leakers.

"Seconds" must be sweet and reasonably full and average 40 lbs. or over, net, no case of sample inspected shall weigh less. In grading, packing and selection shall have the appearance of having been Storage Packed at the time of storage. The total loss must not exceed three and one-half (3½) dozen, of which not more than one and one-half (1½) dozen may be rots, spots or leakers.

Dirties in storage may be offered as No. 1 Refrigerator Dirties, and in grading, packing and selection shall have the appearance of having been Storage Packed at time of storage. No. 1 Dirties must average 41 lbs. net, and no case of sample inspected to weigh less than 40 lbs., and the total loss must not exceed three dozen per case, of which not over 1½ dozen shall be rots, spots or leakers, and not over two dozen cracks.

Other Grades

"No. 1 Dirties" shall be packed in new or standard 30 dozen cases unless otherwise specified at time of sale. The quality and loss requirements, apart from cleanliness, shall be the same as specified for firsts in the class in which they are offered. The minimum net weight shall be 1 lb. per case less than provided for firsts as specified in the class in which they are offered.

"No. 2 Dirties" shall be packed in new or standard 30 dozen cases unless otherwise specified at time of sale. The quality and loss requirements, apart from cleanliness, shall be the same as specified for Seconds, and the minimum weight may be 1 lb. per case less than provided for seconds as specified in the class in which they are offered.

When sold as Storage Packed, No. 1 Dirties, must be packed in the same way as other eggs packed for storage.

No. 1 Checks shall comprise cracked and checked eggs and must be 95 per cent free from leakers. They must be of good, useful quality in the season when offered, and the loss must not exceed 2 dozen to the case from February 16 to May 15, or 3 dozen from May 16 to February 15, of which not over 1½ dozen shall be spots and rots.

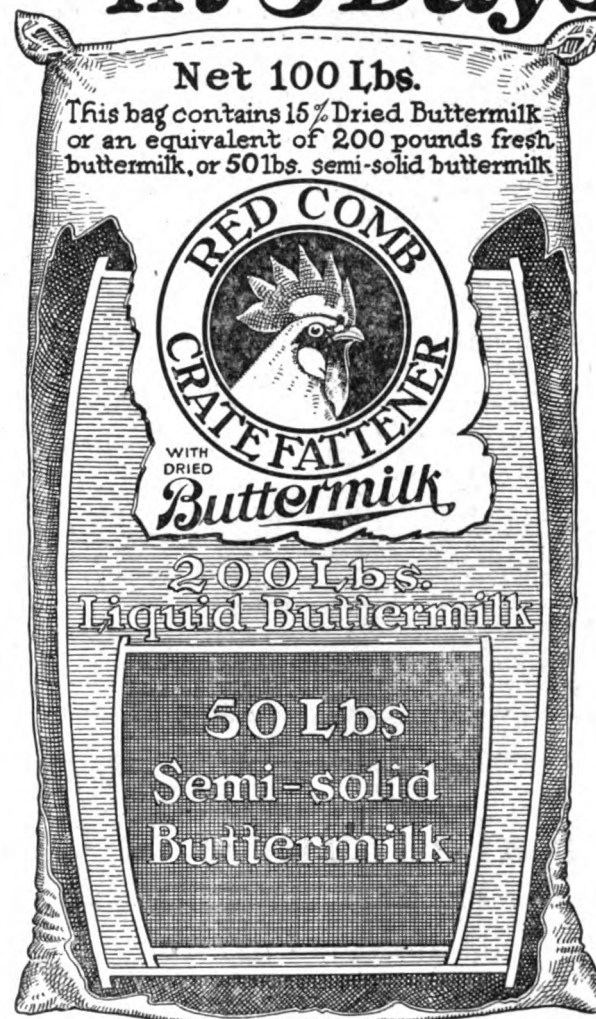
Quantity

A car shall contain 375 to 400 cases, unless otherwise specified, and in cases of settlement 400 cases shall constitute the basis.

Inspection

(1) **Certificates of inspection** of eggs stored prior to June 1 shall be good for thirty (30) days up to

Makes 10 Days Gain In 5 Days



Dilute rations produce slow gains
Concentrated rations quick gains
Gains are a question of nourishment, not time

We guarantee satisfaction
Hales & Hunter Co. Chicago, Ill.

HALES & HUNTER CO.
Chicago, Ill.

Please send me a sample of **RED COMB CRATE FATTENER** [WITH WITHOUT] **DRIED BUTTERMILK**, and delivered prices.

NAME.....

ADDRESS.....

THE NATIONAL BANK of COMMERCE

IN CHICAGO

Formerly The National Produce Bank

For 15 years we have specialized in Produce Commission, Poultry, Butter and Egg accounts. Out of town merchants can obtain the best and quickest results by having their drafts routed thru this bank.

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JOHN W. LOW.....Vice-President
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H. B. AHRENSFELD.....Asst. Cashier
WM. F. GLEASON.....Asst. Cashier
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115 East Fourth Street
Kansas City, Mo.

Carlot Shippers of Eggs

ALL GRADES IN SEASON

We handle cars from MISSOURI,
KANSAS, NEBRASKA, OKLAHOMA,
ARKANSAS and TEXAS.

Wire for Prices.
We do not consign

and including October 31; inspections made from November 1 to December 15, inclusive, shall be good to December 1; inspections made from November 16 to December 15, inclusive, shall be good for fifteen (15) days, and for the balance they shall be good for ten (10) days; (2) Certificates of Inspection of eggs stored from June 1 on shall be good for ten (10) days—provided in all cases the eggs remain in the same room and have received proper care since they were inspected.

When offering fresh gathered eggs for sale, sellers must specify the state where eggs offered were produced and packed.

The following number of cases shall be necessary to constitute an inspection:

Samples

Lots of 100 cases 5 half cases
Lots of 100-300 cases 8 half cases
Lots of 300 cases or over..10 half cases

Fees

The fees for inspection shall be:

Lots of 100 cases or less.....\$1.25
Lots of 100 to 300 cases..... 3.25
Lots of 300 cases and over..... 4.25

In sales of carlots if the inspector, after opening the covers of ten half cases, finds that five or more cases are badly damaged necessitating the overhauling or rehandling of the car, the inspector shall notify the person applying for the inspection of the condition, either by telephone or telegram.

Certificates of inspection for all classifications except Refrigerator Eggs shall be good for three days after date of issue, provided the eggs have been properly taken care of during the interval.

The Inspector shall brand, with a rubber stamp, on both ends of the cases inspected, the name of the Inspector, the Exchange, and the date inspected.

General Rules

Certificates may be issued only to members of a board or exchange which is a party to these rules.

Buyers of carlots on track shall be allowed one day to unload after delivery is made, and in case of carlots under demurrage, the seller shall pay the demurrage for one day after the delivery is tendered so as to allow for unloading.

Every lot or mark must be inspected as a separate lot and must not be lumped as one lot or shipment.

FEES—Charges for inspection or weighing shall be governed by the local charges of the market where the eggs are inspected or weighed and a copy of these charges is to be filed with each exchange certifying to these rules.

PAYMENTS—Fees for inspecting or weighing shall be paid by party ordering same, excepting when otherwise agreed.

Additional copies of certificates may be secured at twenty five (25c) cents each.

In case of re-inspection the fee shall be double the original inspection and shall be paid by the party losing the contested point.

Official Egg Inspectors of the National Poultry, Butter and Egg Association are as follows:

B. C. Cummings, Green & Co., Boston, Mass.
Chas. H. Hickman, 150 Michigan Ave., Buffalo, N. Y.

John Tyler, 208 N. Wells St., Chicago, Ill.
Morris L. Arnold, 505 Woodland Ave., S. E., Cleveland, Ohio.

Ross Gatlin, care Armour & Company, Duluth, Minn.

Ross C. Morford, Market State Bank Bldg., Minneapolis, Minn.

Harry Bryan, Bryan-Duval Co., 105 Hudson St., New York, N. Y.

Jacob F. Miller, of Bickel & Miller, 322 S. Front St., Philadelphia, Pa.

W. W. Bosworth, care Bloomer Cold Storage Co., Council Bluffs, Iowa.

A. F. Thibodeau, of A. F. Thibodeau Co., Detroit, Mich.

Geo. H. Broeder, 813 N. Third St., St. Louis, Mo.

MORE ABOUT CO-OPERATIVE MARKETING

In the 'Bulletin' for January and February, attention was drawn to the co-operative marketing plans of the farm organizations. In the February number there was reproduced a forceful editorial by Frank G. Urner, Editor of the New York Produce Review, and American Creamery, under the caption "The Need Of The Hour." That editorial is again reproduced in this issue, first, because it is sound; second, because it sounds a warning to the present-day distributional agencies; third, because the present distributional agencies have, to the extent mentioned by Mr. Urner, the means within their own hands to correct some of the evils complained of, and fourth, because the consuming public sees in the plans for co-operative marketing by producers, greater profits to producers without corresponding increases to themselves, and this it hopes to accomplish by "eliminating intermediate profits."

It must not be assumed that the demands for co-operative marketing all emanate from producers. Consumers are actively interested in the questions involved and the metropolitan press devotes considerable space to them, as is evidenced by an editorial in the Chicago Daily News of February 9th, reproduced in this issue of the 'Bulletin' under the caption "Why Farm Labor Is Scarce."

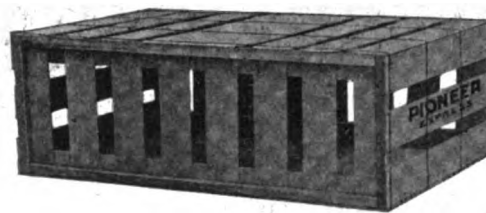
Just how the Daily News would eliminate "intermediate profits" and at the same time give producers more profit without increasing costs to the consumer is hard to figure out, and the same views, so far as we are advised, have not heretofore been expressed by the farm organizations. The farm organizations have always stated that the producer has no intention of invading any field where efficient service and fair treatment are accorded him but that he will go into any field which exacts "undue toll" from him. "Undue toll" has reference particularly to wasteful practices in our distribution machinery and concerning these, Mr. Urner states "the weakest link in the chain of farm products distribution is in the present inadequacy and crudity of assembling, standardization and packing."

The crudities and inaccuracies, with the co-operation of the producers, may be eliminated to a very great extent by the present agencies and the result will tend to be what the Daily News demands, namely: "more profit to the farmer without increasing cost to the consumer."

Shippers are again urged to carefully read Mr. Urner's editorial.

DAIRY EXPORTS FROM U. S.

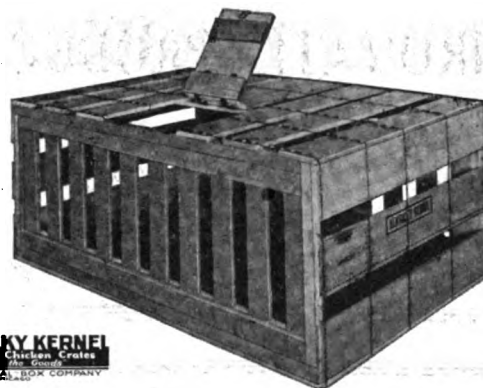
Commodity	Dec., 1922	Dec., 1921	Jan. to Dec., Incl.—1922	Jan. to Dec., Incl.—1921
Butter (lbs.)	361,700	439,208	10,937,519	8,014,737
Eggs (doz.)	2,960,851	2,991,824	34,620,050	33,291,287
Cheese (lbs.)	307,328	439,389	5,006,574	11,771,971
Condensed Milk (lbs.)	3,430,077	6,871,977	56,804,415	93,896,226
Evaporated Milk (lbs.)	6,420,023	15,366,224	130,692,526	195,826,594
Powdered Milk (lbs.)	286,537	288,287	6,190,063	9,443,348
Oleomargarine (lbs.)	127,968	190,121	1,843,407	3,329,049



PIONEER
Express Poultry Crates
MADE BY THE
GENERAL BOX COMPANY

Although light in weight and low in price the Pioneer Express can always be depended on to "deliver the goods" safely.

Made of tough veneer, of well balanced careful construction, and reinforced by strong steel wires, the Pioneer Express can be used and reused.



KENTUCKY KERNEL
Chicken Crates
MADE BY THE
GENERAL BOX COMPANY

Note the unusually strong construction of the Kentucky Kernel, its reinforcement with steel wires of great tensile strength, its sturdy finished appearance.

Long, uninterrupted service is built into Kentucky Kernels—the aristocrat of all chicken crates.

You will like Kentucky Kernel. They offer real poultry crate economy.

Quickest possible deliveries on both the Pioneer Express and Kentucky Kernel. Seventeen plants, strategically located, enable us to make shipments despite car shortage, freight congestion and embargoes. For more complete information write Department P-3.

GENERAL BOX CORPORATION

500 North Dearborn St.

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PITTSBURGH

The greatest industrial city in the world. Iron and glass the chief products. Population of the community over 1,000,000.

The Iron City Produce Company, Inc., is one of the agencies through which this vast population obtain their food supplies. Shippers of farm produce receive through this firm the best and most prompt returns for consignments of

FRUITS, VEGETABLES, POULTRY EGGS AND BUTTER

Our Aim—Service Best

Located in the heart of the produce district. *Write or Wire* and get quick response.

IRON CITY PRODUCE CO.

(Incorporated)

56-58-60 21st Street

Cable Address—ICPECO, PITTSBURG, PA.

CAPITAL, \$100,000.00

Chas. Muehlbonner, Pres.

Chas. Blicke, Gen. Mgr.

Let Us Handle Your Storage for the Eastern and Southern Markets

Twenty-four hour delivery
to New York Markets

Storage in Transit Privilege

Our warehouses are modern in
every respect

**FINANCIAL
ACCOMMODATION
GIVEN**

CHEMUNG COLD STORAGE CO., Inc.
ELMIRA, NEW YORK

WHY FARM LABOR IS SCARCE

Farm labor in the United States is scarce and is becoming scarcer.

In the report of a survey by the federal department of agriculture covering the last three months of 1922 it is shown that, considering the country as a whole, the average wage for day labor on American farms was \$1.47 with board and \$1.98 without board. The average monthly pay was \$27.81 with board and \$40.30 without board.

This wage scale is probably as high as the farmers can afford to pay. Consequently agriculture cannot compete successfully in the labor market with manufacturing industries that not only pay much higher wages but ordinarily have much shorter working hours and in most cases have the benefit of city attractions, which most persons value above the monotony of country life.

The prices the farmer gets for his products are low in comparison with those he has to pay for the manufactured products he requires. Therefore he has no difficulty in understanding why the manufacturing centers continually draw labor away from the farms.

The remedy for the farmer's unfortunate situation lies in part in such legislation as is now before congress to give him proper credit facilities, but it lies still more certainly in arrangements that will give him a larger share of the money the city consumer pays for farm produce. The present methods of marketing return too little profits to the grower and allow too large a share of the proceeds for transportation and particularly for distribution.

It is in the power of the farmers themselves largely to correct this situation. Wherever cooperative marketing has been tried on a proper basis it has resulted in increasing the farmer's share of the price paid by consumers without increasing that price. Present efforts of farmers' organizations to distribute direct to consumers what the farmers have to sell and increase the farmers' profits by eliminating intermediate profits show how earnestly intelligent men engaged in agriculture are trying to remedy the evil of complicated and costly methods of distribution.—Chicago Daily News, February 9, 1923.

HATCHING OUT WORSE LAWS THAN EGGS

There is work for the fool killer in Connecticut, and no one knows it better than Food Commissioner Thomas Holt of that State. He took a hand in doing some of the killing himself by adopting the old adage, that "the surest way to get rid of a ridiculous law is to enforce it."

This time it was the cold storage egg law. Back a few years some innocent yap with better intentions than intellect had a statute enacted based on the long since exploded idea that an egg that had been in the refrigerator was necessarily a bad egg and that one that had not was good. Therefore a plan was started to stamp everything from the case to the crate, the bag and the egg itself to protect the misguided and uninformed public along the lines of kidding them with a false notion.

No heed was paid to the wicked men who really knew anything about eggs, and there is some evidence that the State Food Commissioner himself has been alone in trying to avoid enforcing the law. During the war he got away with it on the ground of conservation, but now has found his only recourse is enforcing it; whereupon he has found plenty of support in getting it repealed.

This type of cold storage law, and other dating laws as well, are wholly wrong in principle. An egg in storage is often better than that just brought in by the farmer.

A high grade egg protected by cold is better three months old than one three day old which has been lying in the sun waiting for the farmer to take it to market. Stamping it gives the consumer no information that does her any good—rather misleads her. Besides it lets the farmer cash in on his first sale and then put a kind of stop order on its resale after fifteen days to avoid competition.

But this law had other absurdities in it—as do many such. It specified the size of the letters for marking—two-inch letters on the storage case, letters one and a half inches high and three-fourths of an inch wide for the display case; one inch high and half inch wide on the bag, and, finally, an indelible ink stamp on each egg. Of course, the expense of all this is not only a nuisance, but quite impracticable and expensive—and the consumer must in the end pay.

How can a law specify both the length and width of a letter? How can you establish uniform proportional dimensions for both a "W" and an "I"?—least of all, make each just half as wide as it is tall? And must all eggs shipped into Connecticut be especially packed to conform to this State's law, and therefore become unsalable in other states? And if some other state should pass a similar law with slightly varying specifications, how shall the wholesaler keep track of his eggs and have them sure to pass muster in each particular state?

Then, again, why not protect the consumer who buys his eggs in a restaurant, fried or boiled? The ink stamp will wash off in boiling, and how shall the fried and scrambled egg be marked for the benefit of the unwary, and how shall an egg be identified when it is made up into cake or pastry? Or what of fried egg powder, which is widely used in the baking trades? If the consumer buying shell eggs must be protected, why overlook other buyers of eggs in their many varieties of form?

The plain fact is that the law is based on a wrong idea; it misleads rather than informs the public; it is economically fallacious; it costs a great deal and causes enormous annoyance, with no compensating benefit. And it caters to and encourages a prejudice which has little foundation.

If the consumer needs protection, make it an offense to sell a bad egg and make everyone responsible for doing so. In fact, a food commissioner has all the authority he needs now, under his own and the Federal Pure Food laws, to proceed against a malefactor for selling unfit foods. True, it would cost considerable to guard the trade against selling an occasional spoiled egg, but, even then, probably less than all this labeling and stamping for the amusement of a faddist or the glory of some politician.—Grand Rapids Tradesman.

ODDITIES AND DISHONESTY

Many strange mental twists are disclosed in the records of thievery. One was in the news the other day when a postal clerk in the railway mail service was arrested for substituting cold storage for fresh country eggs in post parcels. The offenses became so frequent that an inspector took the matter up. That a man in an honorable service should yield to so trivial a temptation is remarkable; so remarkable as to suggest that he is a victim of mania.—*Chicago Journal of Commerce*.

COMMISSIONER DOELLE RESIGNED

A. J. Doelle, head of the Michigan Department of Agriculture, has tendered his resignation, to take effect on January 31st. Mr. Doelle has been tendered the vice-presidency of the Federal Land Bank at St. Paul, Minn. This bank serves the states of North Dakota, Minnesota, Wisconsin and Michigan.

We Buy and Sell Eggs

We are members of the Chicago
Clearing House

Wire us your orders to buy or sell butter
or eggs for spot or future delivery.

We are located at the center of Chicago's
Produce Market. We handle live poultry,
also frozen poultry, and have the
largest trade in ice-packed poultry in
Chicago.

WE ARE ANXIOUS TO SERVE YOU
LET US DO IT

J.H. WHITE & CO.

955 Fulton Market

Chicago, Ill.

Telephone Monroe 2500

Holland Butter Co.

121-123 W. Austin Ave. CHICAGO, ILL.

RECEIVERS—DISTRIBUTORS

Butter—Eggs—Cheese

Correspondence
Solicited

References: National Produce Bank, Chicago
Dun's and Bradstreet's

Have **RUDOLPH** make
your inspections
on **Eggs**

RUDOLPH WEGNER, 208 N. Wells St., Chicago
Phone Main 5161

Telephone Longacre 3691

Established 1890

NEW YORK EGG CASE CO.

CAR LOTS A SPECIALTY

Wholesale Dealers and Shippers of *Second-Hand Egg Cases*
519 West 42nd St., NEW YORK

ESTABLISHED 1879

***Our Produce Sense Will
Produce Dollars for You***

So

*Consign or sell your***BUTTER-EGGS-POULTRY**

To

S. S. BORDEN CO.

218-220 West South Water St.
CHICAGO

Nice & Schrieber Co.

Established 1846

**BUTTER
EGGS &
CHEESE**

Philadelphia

BOSTON— is one of the best markets
for Poultry and Eggs—
the public in New England
are prosperous and are ready to receive your offerings through

A.&O.W. Mead & Co.

BOSTON - - - MASS.

FRANK SWEENEY**Wholesale Butter and Eggs**

BUYERS—SELLERS—BROKERS

"Quality and Value Experts"

192 N. CLARK ST.

CHICAGO

FRED HEGER
LIVE POULTRY and EGGS
ST. LOUIS, MO.

Established 1883

Butter, Eggs and Dressed Poultry

For the quickest and most efficient service and for best net results—TRY US

CRAWFORD & LEHMAN

Liberal advances

31 South Water Street, Philadelphia

COOPER & SISSON

Receivers and Wholesale Dealers

BUTTER, CHEESE & EGGS

73 to 81 Dyer Street, Providence, R. I.

Established 1862

GOLDEN & COMPANY**Butter, Eggs, Poultry, Fruits**

WASHINGTON, D. C.

Jewell Brothers

INC.

COMMISSION MERCHANTS

Dressed Poultry, Eggs, etc.

25-31 Loew Ave.

26-28 Bloomfield St.

West Washington Market

NEW YORK**ZIMMER & DUNKAK, Inc.**

173-175 Duane Street, New York City

Want Fresh and Refrigerator

E G G S

Write or wire us. You will like our way of
doing business.

FRANK J. GAFFNEY, Manager, Egg Dept.

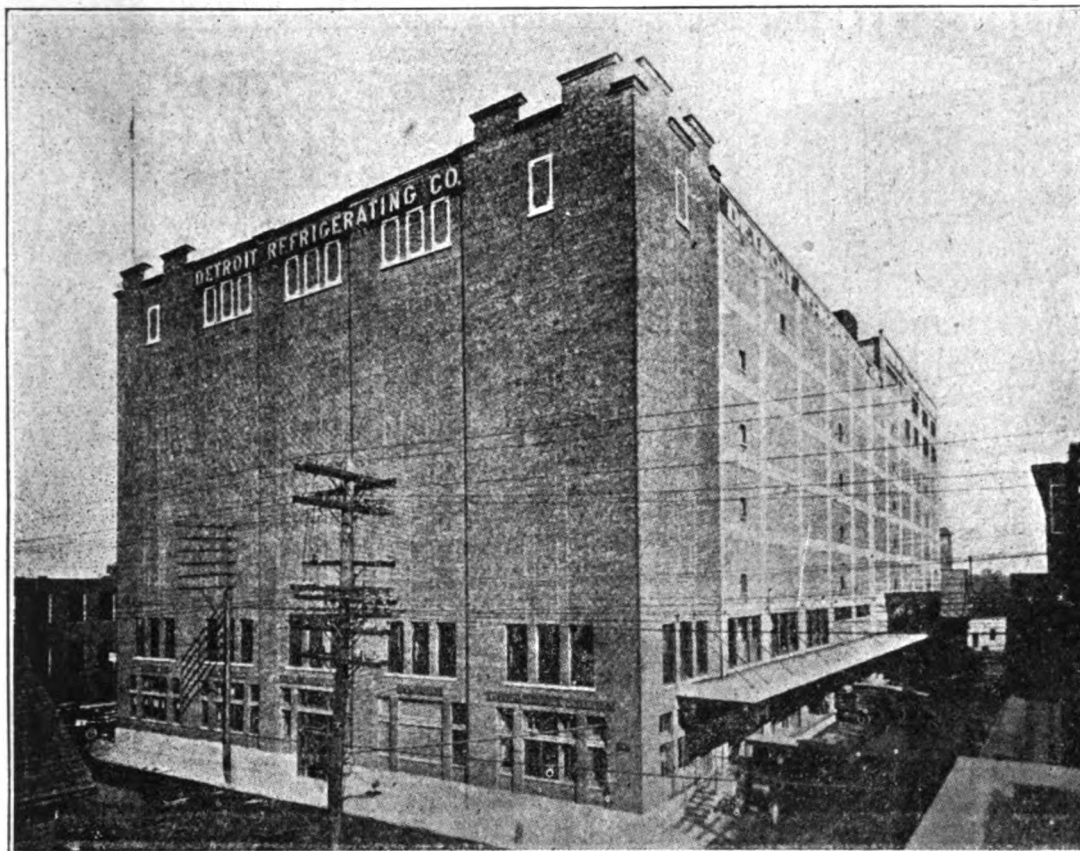
H. T. Pond Co.

**:: :: EGGS AND :: ::
DRESSED POULTRY**

361 Washington St.

New York - - - N. Y.

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We have something
attractive to offer

**BUTTER
EGG
and
CHEESE
STORERS**

Reasonable Rates
Low Insurance
Liberal Advances
Best Service
Best Point in U. S.
to Store
Best Railroad Fa-
cilities
Storage in Transit
Privileges
Don't Do a Thing
Until You See Us

CAPACITY
2,500,000 cubic
feet

DETROIT REFRIGERATING COMPANY : : Detroit, Mich.

EITHER
YOU
save them in
TITE-PACK
or you get your money back
TITE-PACK

means
Less First Cost For Package
Less Tainted Eggs in Storage
NO FINAL COST IN BREAKAGE

Passed by the
SHIPPERS,
CONSOLIDATED CLASSIFICATION COMMITTEE
MERCANTILE EXCHANGES

Don't buy Fillers before writing
TITE-PACK FILLER CO.
728 W. Madison St., CHICAGO



An Eye-Opener!

It may be news to you to know that

Our Egg Sales Annually
exceed the production of
Two Million Hens

Figure this out and then consider the
market this outlet offers. You will
find it worth while to investigate

Write or Wire Us Today

AMERICAN STORES COMPANY

Executive Offices and Warehouses:
Philadelphia, Pa.

Reference: Any bank in the United States

DAVIS ROD COOPS



STRONG—DURABLE—ECONOMICAL
 EXTRA LARGE HICKORY RODS
 IRON RODS IN CORNERS
 LIGHT WEIGHT—18 LBS.
 PROMPT SHIPMENTS

Write for Prices

THE DAVIS LUMBER COMPANY
 MARTINSVILLE, INDIANA

HANCE BROTHERS COMPANY



EFFICIENT SERVICE, CONSERVATIVE ADVICE, AND
 FULL MARKET VALUE, CONSIGN YOUR POULTRY
 TO

HANCE BROTHERS CO.
COMMISSION MERCHANTS
32 BLOOMFIELD ST., NEW YORK

DRESSED POULTRY

DRESSED POULTRY

WEST WASHINGTON MARKET

Willis S. Herrick
 Benj. Auerbach

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Specialize in
INSURANCE
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 Poultry
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WORKMAN'S COMPENSATION INSURANCE
 LIABILITY AND AUTOMOBILE INSURANCE

WATSON & KELLY

320 W. South Water St.

Poultry, Veal and Game
CHICAGO

F. M. HEGGIE

WHOLESALE

BUTTER—EGGS—POULTRY
208 NORTH WELLS ST. CHICAGO

FUTURE TRADING—BUTTER and EGGS

Bowman & Company, Inc.

136 W. Lake St. CHICAGO

Solicit YOUR orders
Careful, Accurate, Efficient Service

B. W. OTIS & CO.
 Commission
 Receivers of **DRESSED POULTRY**
 West Washington Market New York

Reference: Chatham & Phenix Nat'l Bank, 14th Street Branch
 or any Commercial Agency

The Joe Grieshammer Press PRINTERS

7040 Wentworth Avenue

Phone Vincennes 7445

EGGS CUTLER

NEW YORK

331 Greenwich Street

**J. M. Klein DRESSED
 329 Washington Street POULTRY
 NEW YORK**

REFERENCES: All Commercial Agencies; National Poultry,
 Butter and Egg Association

TO OBTAIN RESULTS—ADVERTISE IN
THE NATIONAL POULTRY, BUTTER & EGG BULLETIN

A Direct Advertising Medium

Write for our Advertising Rate Sheet

"MUST WATCH OUR STEP"**Secretary Hagensick Promises Snappy Sessions**

M. A. Hagensick, Secretary of the Iowa Wholesale Egg, Butter and Poultry Dealers Association, is all set for the Twenty-Ninth Annual Convention which is scheduled for Des Moines on March 7 and 8, at the New Savery Hotel. His last call concludes as follows:

"We here in Iowa, the same as dealers in other producing states, must watch our step. We are having many things to contend with. Don't be so selfish as to believe that because you can overcome petty annoyances and that your business is income producing, that it is 'shock proof' and not subject to persecution.

"We have a two-day convention for which we arrange programs calling for your attendance a total of not over six hours, scattered in three meetings. Not one of the meetings is a bore. They are full of snap and pep. You are not really attending the Convention if you do not register at headquarters and do not attend the meetings—because they are your meetings and are extremely important to you.

"You need us—we need you—let's get some of the things figured out at the meetings during the next Convention."

MAX ATLASS AND FAMILY TO EUROPE

Max Atlass formerly of the Atlass-Wallins Co., and later of the I. A. Wallins, Inc. of Decatur, Ill., sailed with his wife and daughter on the *Coronia*, February 10th for a six months' tour through Rome, Naples, Florence, Italy, Paris, Nice, Marseilles, France, Lucerne, Switzerland, Berlin, Antwerp, Brussels, London, Cairo, Jerusalem, Palestine and Alexandria. Mr. Atlass and family spent a few days in New York City prior to his sailing where he was entertained by a few of his old time business friends.

Besides being a pioneer in the produce business, where he built up an excellent record, Mr. Atlass is also chairman of the Board of Directors of the National Bank of Decatur and President of the Peoples Savings and Loan Association of Decatur.

Mr. Atlass has been "in the game" for something over thirty-three years and this trip is his first real vacation.

His many friends wish him a safe and pleasant journey and a happy home coming.

ASSEMBLING EGG CASES

By Westcott & Winks

Very shortly all plants will be engaged in the erection of a season's supply of egg cases; and if a certain amount of attention is given the matter at the very start, it is possible to eliminate the necessity of going short on tops. Every plant, under ordinary conditions, must buy from time to time extra tops, while at the same time they are more often over on two piece bottoms. When your men start nailing up cases, do not permit the use of any one piece material as a bottom. Save all of this one piece stock for covers. This will naturally run you short of bottom stock, but this shortage can be made up by utilizing your used tops—covers that are too badly stained for further use for the purpose. Every plant has a lot of these tops that have been practically discarded that can be utilized as bottoms. With this end in view see to it that men are careful in raising covers that it is not split down the center as some porters usually do it.—The Informant.

Meet Us at the Conventions

Finnerman Bros.

320 South Water Street :: :: Chicago

EGGS

SPECIALIZING IN ALL GRADES

Wire or phone your offerings

Long Distance Telephones Main 1628—1083

Ref.: Continental & Commercial Nat. Bank

**Industrial
Cold Storage and Warehouse Co.
Philadelphia, Pa.**

Located on Philadelphia & Reading Terminal, connecting with all Refrigerator Lines. Bill all shipments our care, "Philadelphia & Reading Ry. Delivery." No switching Charges. Unequaled facilities for the handling of and caring for **Poultry, Butter, and Eggs**. Liberal advances. Rates consistent with the efficiency of "The House of Service."

THE PACK OF QUALITY



NAOMI PRODUCE CO.

309-311 W. So. Water St.

CHICAGO

Dressers—Packers—Distributors

A. S. Kuhn Co.

Buy—Sell

WILL PAY
LIBERAL
DRAFTS

EGGS

FULL
PRICES
QUICK
RETURNS

208 North Wells Street

CHICAGO

ILL.

SEE
VICTOR CLAIREMONT

AT THE CONVENTIONS

Originator and Inventor of the
process of

Sterilized Eggs

Our representative will be pleased to
give full details concerning the process

CLAIREMONT STERILIZED EGG CO.
160 N. Market Street, Chicago

CROMER & BROWN
INC.

WHOLESALE

Butter Cheese
Eggs Poultry

Attending Conventions:

C. E. CROMER
G. M. COSSITT

CHICAGO : NEW YORK

Direct Private Wire

On your way to the Spring Conventions there is always a day or two in transit, or a day or two on the return journey which can hardly be spent to better advantage than on a visit to the trading floor of the

Chicago Mercantile Exchange

either to meet old friends or to establish new ones.

Drop in and become better acquainted.

CHICAGO MERCANTILE EXCHANGE

Comparative Strength of Egg Cases

A Subject for Scientific Investigation

Report of Investigations by Freight Container Bureau of Bureau of Explosives
in cooperation with Egg Case and Egg Case Filler Manufacturers' Association

By C. M. BONNELL, JR.
Engineer, Test and Specification Department
Bureau of Explosives

About the middle of last year the Executive Committee of the American Railway Association requested Colonel Dunn, Chief Inspector, Bureau of Explosives, to investigate shipping containers for nondangerous commodities, to make recommendations for containers which would be correct from an engineering standpoint and which would be the most efficient, economical and desirable to use for any given commodity. In accordance with this request, a Freight Container Bureau was organized and for the past year has been conducting investigations on containers for a few commodities. A report in the April issue of the National Poultry, Butter and Egg Bulletin outlined the proposed method of investigating egg cases and the following is a report of tests made to determine the merits of cases constructed of various kinds of woods.

Object of Investigation

The object of this investigation primarily was to determine the relative merits of cottonwood and spruce cases, but as the tests progressed, it was considered advisable to include tests on tupelo and red gum cases. This data is purely for the information of the Freight Container Bureau, to be used in the formulation of recommendations for suitable standard specifications of egg cases. It has been noted that there are only a few species of woods which are ordinarily used in the manufacture of egg cases, namely, cottonwood, tupelo and red gum. In the past few years, on account of concentrated poultry raising in the western states, there has been a demand for egg cases manufactured of woods grown on the Pacific Coast. These cases are now manufactured of spruce lumber and are used extensively by western shippers of eggs.

The Consolidated Freight Classification provides that for woods other than hardwoods, the thickness of ends, center and cleats must be not less than $\frac{1}{2}$ ". For hardwoods, of which the three heretofore mentioned are included, the thickness of ends, centers and cleats must be not less than $\frac{7}{8}$ ". It is the desire of some shippers and manufacturers to have spruce included on a parity with the other hardwoods, and this is one of the reasons why the following tests were conducted.

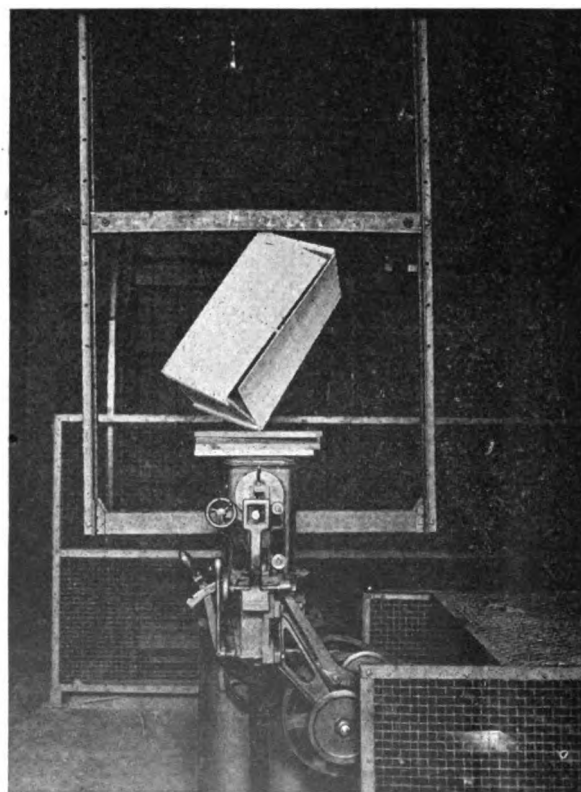
Methods and Details of Testing

As this was a test for comparing the strength of various kinds of woods when made up into cases, it was considered unnecessary and extravagant to load cases with actual contents. All of the cases tested had top and bottom nailed with 21 nails, sides with 18 nails and cleats with 6 nails each. The nailing of top at center and increased number of nails through top

into ends was for the purpose of balancing the strength of container in other parts and to eliminate a possible failure at the weak part, which would have been at top had the cover been nailed with only 8 nails, as is now the common practice. This fact will have no bearing on the data or results in that each case was nailed in the same manner and results are purely for comparison.

Three different types of tests were made on each kind of case, as follows: Diagonal Corner Compression Test, Incline Bumper Test, Revolving Drum Test. Moisture Content was also determined from samples of wood taken from boxes tested.

The Diagonal Corner Compression is a test where a steadily increasing load is applied at opposite corners of a box in line with the diagonal of that box, and simulates the effect of stacking one case on another. Inasmuch as the failures occur slowly as the pressure is gradually applied, the type and progress of failure can be readily noted, and one box can be very easily compared with another.



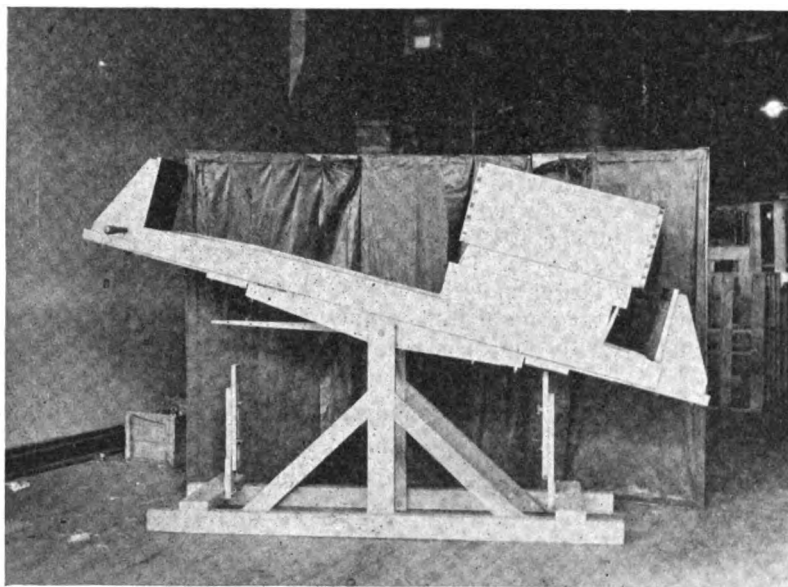
Diagonal Corner Compression Test
Typical failure of cottonwood case—1-pc. side and top.

The Incline Bumper Test is just what the name implies—an incline plane apparatus that has a carriage set on small rollers; this carriage, through the action of gravity, conveys the box from top to bottom of incline, at which point it is suddenly stopped. A definite shock is delivered to the case as it is stopped; this is measured by the combined weight of the carriage, case and loading on top of case moving at a velocity approximately equal to that attained by a freely falling body through a vertical height of about $9\frac{3}{4}$ ". Each case so tested on this machine was loaded on top with a total weight of 67 pounds and approximated the weight developed by stacking cases in a car. The shock which the case received on striking at the bottom of the incline simulated coupling cars in transit, although this was much more severe but necessary in order to bring about failures in the box which otherwise might be delayed or else would not occur. The serviceability of the box as indicated by this test is expressed in the total number of falls or bumps which the case stood before failure occurred. The apparatus employed in this test is so designed that it may be adjusted for falls at various heights. The actual fall in this test was $9\frac{3}{4}$ " in a distance of 40 feet measured along the incline plane. Shocks were made on alternate ends of cases.

Analysis of Results

In such tests some standard of comparison must be set and rightly this standard should be selected and based upon the type of container which is being used by the majority of reputable shippers. For a basis of comparison we selected the cottonwood case made up as follows: 2-piece bottoms, ends and center, 1-piece sides and top; nailed according to requirements of the Consolidated Freight Classification,* thickness of material same as indicated in the above classification.

Compression tests were made on five different types of cases, each varying slightly from the other. The cottonwood case mentioned above and assumed as the standard for comparison failed at an average maximum pressure of 572 pounds for diagonal corner compression. This type of case, then, is rated at 100% at 572 pounds, and comparisons are made with these values. The tupelo and red gum cases of same construction held 520 pounds, or 91%, and 647 pounds, or 113% of the strength developed by the standard. This is interesting to note in that it does not exactly agree with the findings reported on page 16, Bulletin No. 664, United States Department of Agriculture, on "The Prevention of Breakage of Eggs in Transit When Shipped in Carlots." Our findings indicate the red gum was the stronger one of the three in diagonal compression, with cotton wood second and tupelo



Showing position of box at bottom of incline. Note excessive weaving due to two-piece construction.

Incline Bumper Test

The third series of tests were in a 14-foot Forest Products Laboratory Standard hexagonal drum, which has hazards so arranged that a box tumbles and strikes on its ends, sides, tops, bottom, edges and corners. This test simulates the actual stresses, shocks and rough handling which a package encounters in commercial service. In each test, notes of failures and the number of the drop at which the failure occurred were recorded and made a part of the permanent record. A test like this determines the weak points in the construction of boxes and gives a relative comparison of the serviceability. In each case the test was continued until contents spilled. Each container was loaded with dummy contents, consisting of 40 one-pound bags of sawdust, 20 to a compartment; cover was nailed as in other type tests.

third, whereas they reported tupelo strongest, cottonwood second and red gum last.

A slightly stronger container was obtained when four penny egg case nails were used instead of the three penny, except in the case of containers made of red gum, which showed a falling off of 5% in strength. The cottonwood case was increased 4% and the tupelo 16%. The four penny egg case nail is $\frac{3}{8}$ " longer than the three penny nail, and for this reason, causes cases made of the above woods to fail by splitting from nails. This would indicate that in order to increase strength of container it is probably necessary to increase the number of nails rather than the size.

Six of the cottonwood cases in the lot used in determining the value for the standard case were constructed with 2-piece bottoms and six were of 1-piece

*Except 21 nails on top.

bottom construction. The maximum of 572-pound compression for these cases, when segregated according to 1 and 2-piece bottom construction, shows 590 pounds for 1-piece and 553 pounds for 2-piece construction, a slight showing in favor of 1-piece construction. Cottonwood cases of 2-piece construction throughout were tested and showed only 387 pounds, or 68% of strength developed by exactly the same case, except with 1-piece sides and top. This point deserves a little study and shows decidedly the effect on strength of containers when parts are made of more than 1-piece material.

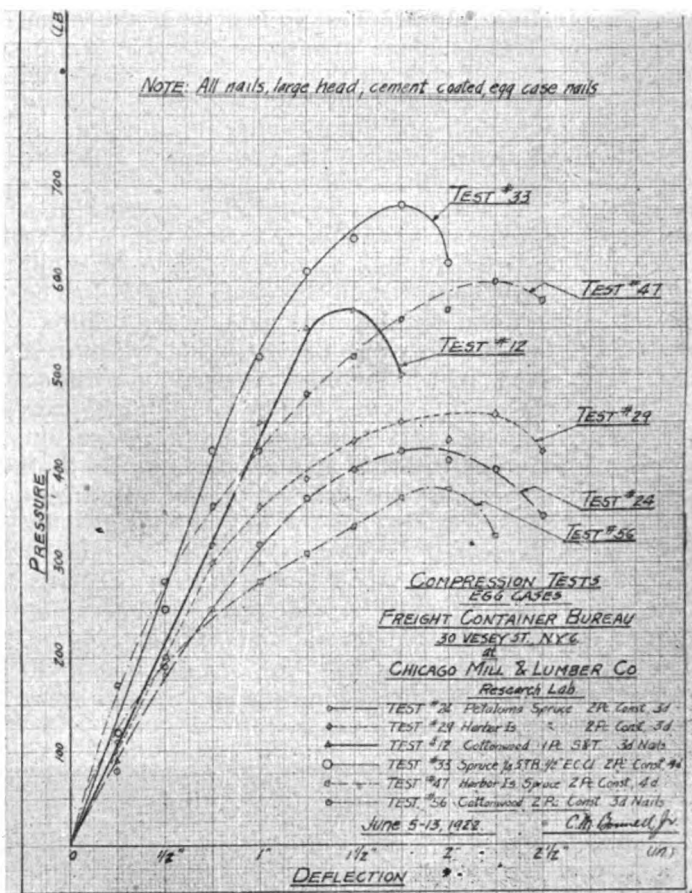
Spruce cases in shook form from Petaluma, California, and Harbor Island, Washington, were obtained for the tests. Those from Petaluma had sides, tops and bottoms planed to exact dimensions as indicated at head of third large column in table. These were nailed exactly in accordance with practice heretofore described for cottonwood and were of 2-piece construction throughout except for 1-piece ends and center. Cases from Harbor Island were of 2-piece construction throughout except some centers; the material was very decidedly non-uniform in thickness and quality, in general, was slightly heavier than standard case material of $\frac{3}{8}$ " and $\frac{1}{8}$ " stock, respectively.

The Petaluma cases, with $\frac{3}{8}$ " S. T. B., were slightly weaker than those from Washington, in face of the fact that the former were of 1-piece end and center construction. This is probably due to the heavier material used in the latter. The actual values were 412 pounds, or 72%, and 470 pounds, or 82%, of the strength of cottonwood case, and the marked decrease in strength is again probably due to 2-piece construction. Cases made from shook from Harbor Island, exactly the same as noted before but nailed with four penny cement-coated egg case nails, were tested for strength in the compression test and showed 104% of the strength of the standard cottonwood cases. This fact clearly points out the advantage of larger nails in the softer species of wood and appears to be one of the things necessary to bring the strength of spruce cases up to that of the cottonwood.

The four penny orange box nail is $1\frac{1}{4}$ " long by 15 gauge, whereas the four penny egg case nail is $1\frac{1}{2}$ " long by 14 gauge, and it is doubtful if such a nail in four penny size would bring the strength of spruce case up to the required amount. A few cases were made up of very good spruce lumber, cut to exact dimensions, $\frac{1}{4}$ " S. T. B., $\frac{1}{2}$ " E. C., and cleats nailed with four penny egg case nails, number of nails as for all other tests. These containers developed 120% of the strength of the cottonwood case. The containers were of 2-piece construction throughout. Representative curves for compression tests are shown on Graph No. 1.

Of the cottonwood cases in the first test, three had stapled ends and in two instances these staples pulled from the ends, allowing ends to split. Apparently the staples were weak or else poorly driven, and this occurs very easily when staples of unequal length legs are driven by machine and one leg of staple fails to start driving. It would seem that staples with equal length legs were the best practice.

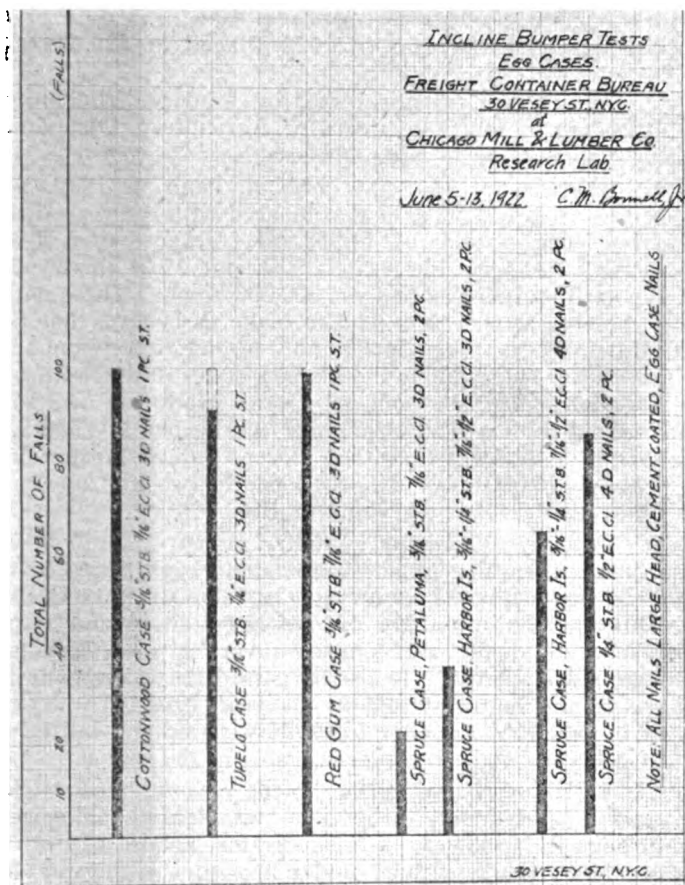
In another test of a case where only one nail held cleat to piece in end, cleat pulled from end and caused failure of container, showing necessity of at least two nails at nailing end of each shook. Failures by shearing from nails and a number of instances where cleats broke seem to indicate two possible sources of weakness in the present cottonwood case.



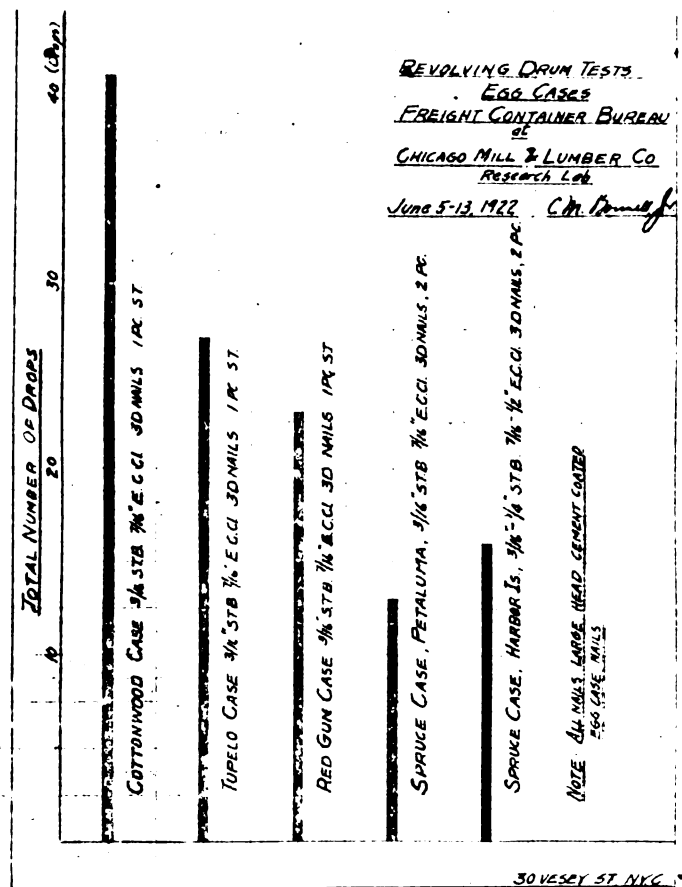
Graph No. 1

Incline Bumper Tests on cottonwood, tupelo and red gum cases of standard construction except one piece S. and T., indicate that all three have about the same measure of strength, with perhaps a slight favor toward the cottonwood. Spruce cases from Petaluma with $\frac{3}{8}$ " S. T. B. and cases from Harbor Island, Washington, showed decidedly inferior strength, actual number of falls being 22% and 36%, or an average of about one-third the strength of the standard case. With four penny egg case nails, these values for Harbor Island cases were raised to 65%, and for a spruce case, 2-piece construction, $\frac{1}{4}$ " S. T. B. and $\frac{1}{2}$ " E. C. C1., the figure became 86%. These values are more readily compared by referring to Graph No. 2.

In the Drum Test, the selected standard case spilled its contents at 41 drops and was rated 100%, whereas the tupelo made 27 drops and the red gum 23 drops, in percentages of 66 and 56, respectively. The Petaluma and Washington spruce cases were rather discouraging in this respect, and made only 32% and 39% of the number of drops that the cottonwood case did. (See Graph No. 3.) This appears to be due to construction details, in that 2-piece construction is adhered to for sides and top. A comparatively smaller difference in strength is noticed when ends and center are of one or two pieces than when other parts of box are so manufactured. Then, too, the spruce and even tupelo or red gum has a greater tendency to split; also spruce does not hold nails as well. Instances of these points were noted in typical failures of cases tested.



Graph No. 2



Graph No. 3

SUMMARY OF RESULTS OF TESTS

Kind of Box	1/8" S.T.B. 1/8" E.C.C.I. 1 pc. S.T. 2 pc. B.E.C. 3d Nails	1/8" S.T.B. 1/8" E.C.C.I. 1 pc. S.T. 2 pc. B.E.C. 4d Nails	1/8" S.T.B. 1/8" E.C.C.I. 2 pc. S.T.B. 2 pc. E.C. 3d Nails	1/8" S.T.B. 1/8" E.C.C.I. 2 pc. S.T.B. 2 pc. E.C. 4d Nails	1/4" S.T.B. 1/4" E.C.C.I. 2 pc. S.T.B. 2 pc. E.C.
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COMPRESSION TESTS

	Max. lb. Press.	%	Max. lb. Press.	%	Max. lb. Press.	%	Max. lb. Press.	%	Max. lb. Press.	%
Cottonwood	562	100	593	104	412	72				
Tupelo	520	91	610	107						
Red Gum	647	113	620	108	470	82	**596	104	690	120
Spruce					431	75	**See Note 2nd Row			

INCLINE BUMPER TESTS

	Max. Falls	%	Max. Falls	%	Max. Falls	%	Max. Falls	%	Max. Falls	%
Cottonwood	100	100								
Tupelo	91	91								
Red Gum	99	99								
Spruce					*22	22				
					36	36	**65	65	86	86
					29	29	**See Note 2nd Row			

REVOLVING DRUM TEST

	Total Drops	%	Total Drops	%	Avg. Moisture Content for all boxes
Cottonwood	41	100			13.0
Tupelo	27	66			15.1
Red Gum	23	56			12.0
Spruce			*13	32	16.5
			16	39	
			16	36	

*Note: Three rows of figures in this column, as follows:

First Row—Spruce cases from Petaluma, 1 pc. E. C. All parts not over size indicated at head of column.

Second Row—Spruce cases from Harbor Island, Wash., 1/8" S. T. B.; 1/8" E. C. Cl.

Third Row—Combined value for Petaluma and Harbor Island cases.

Conclusions

Analyzing the results in the table, it is readily noted that the spruce case of 2 piece construction throughout or of 2-piece construction with 1-piece ends and center, is decidedly inferior in strength to the cottonwood case with 1-piece sides and top.

Spruce cases failed by splitting from nails and nail pull, showing necessity for heavier material, especially in the ends.

Larger cleats would also increase the strength of ends. This would be necessary with cottonwood cases of 2-piece construction throughout.

Nailing is very important and on cottonwood cases with 1-piece sides and top, where shearing from nail was typical failure, not larger but more nails would add to the strength. For spruce and cottonwood cases of 2 piece construction, however, nails should be four penny egg case nails with 1/2" ends, centers and cleats; sides top and bottom, 1/4", cleats 1/2" x 1 1/4". Such construction would just about balance the strength of cottonwood case with 1-piece sides and top. It is believed, however, that 2-piece construction of sides and top is responsible for decrease in strength and that spruce cases made of 1 piece material in these parts would probably be equal in strength to the cottonwood and might be made of same thickness material.

The red gum cases, in one instance, showed greater strength than the case of same construction made of cottonwood. The variation in strength of cottonwood, tupelo and red gum cases is not noticeably large, and while cottonwood has a slight advantage, it is believed that so far as strength is concerned, the three types of cases are about on a par. Cottonwood has certain crack or warp as readily as the other woods. advantages in that it is softer, odorless and does not

1669 TONS OF EGGS

Dane County, Wisconsin, Presents Interesting Figures

Dane County produced 2,226,477 dozen eggs last year, placing first among the 71 counties of Wisconsin, and fourteenth among the 3,048 counties in the United States according to the census reports of farm products.

More than 26,500,000 eggs were laid by Dane County hens in 1922, or approximately 25 dozen for every one of the more than 89,000 men, women and children living within the boundaries of Dane County. These eggs laid end to end would extend for 498 miles or about the distance from Chicago to New York City. At 1½ pounds to the dozen, a fair weight for good average eggs, they would weigh 1,669 tons.

The eggs produced by Dane County hens would fill 74,215 cases which, loaded into refrigerator cars at the usual rate of 400 to the car, would be enough to fill 187 cars. These cars coupled together would form a solid egg special nearly 1½ miles in length.

This achievement of the busy Dane County hens is no empty honor but is instead a great agricultural asset which returns an enormous yearly income. For the combined value of the eggs and chickens produced amounted to \$1,281,582. With 5,090 farms in the county reporting chickens on them this means an average income per farm from this source of \$216.

In Dane County the value of the poultry industry is half as great as that of all the horses, half that of all the swine, twice that of all the beef cattle and five times that of all the sheep. The value of all honey and wax produced in the entire state was less than the value of the poultry products of Dane County by half a million dollars, while the value of the entire wool clip of Wisconsin was but slightly greater than Dane County eggs and chickens. All the vegetables raised in the county, including potatoes, was less than the poultry crop, while all fruits and nuts were valued at only one-tenth as much.

NEW CHICAGO FIRM

D. J. Coyne, Jr., and M. E. Nevins Form Partnership

Announcement has been made that Dan Coyne, Jr., and Monte Nevins, both well and favorably known in produce circles will embark in the brokerage and commission business here the latter part of February and will be located at 168 W. So. Water St.

Mr. Coyne has been connected with Coyne Bros., for a number of years, while Mr. Nevins was associated with the W. S. Moore & Co.

The produce trade wish them much success in their new enterprise.

WHO KNOWS?

What is meant by Carriers' or Shippers' Protective Service as it applies to eggs shipped in car lots during the winter months

The following comments were made by the member who suggested the question:

"This subject is but slightly understood by the rank and file of shippers and even among the railroads. There appears to be a great disparity of opinion on the application of these rules. One line for instance, will accept cars billed under modified protection, while in the case of others, they demand and will accept cars only on one plan or the other to the letter."

Send in your answers.

POULTRY IN OKLAHOMA

Estimated Production in 1922 Placed at \$30,000,000

In a report recently issued by John A. Whitehurst, President of the State Board of Agriculture, Oklahoma, the following facts were disclosed:

Farmers of the state had on hand in 1920, the census of over 3,500,000 as compared with the year 1910. Even year, a total of 11,932,584 chickens—this is an increase between the years 1919 and 1920 there was reported an increase of over 800,000 fowls. These data, increasing as they are, tend to make us believe, that the future will see Oklahoma rapidly forging to the front and taking her place among the topmost states in the industry. Oklahoma does not rank with states producing over one hundred million dozens of eggs yearly, but in 1920 we carried a total of 45,000,000 dozens valued at approximately \$16,000,000. This was nearly two and one-half times greater than the value of 1910.

Although Oklahoma's poultry industry is still in its infancy, the value of all chickens and eggs produced in 1922 was estimated as carrying a value of \$30,000,000. This exceeds the value of our hogs, sheep and goats taken individually, and compare favorably with the value of our dairy cattle. It also surpassed the value of milk, cream and butterfat sold in the year 1920. The value of our poultry and eggs for 1922 went beyond the value of all crops of each of seven states in the Union.

Oklahoma's rise during recent years as regards the number and quality of poultry was largely influenced through the following factors: County and district fairs, organized poultry clubs under the supervision of the A. & M. college, poultry shows in which rural communities and the Oklahoma State Poultry Federation have exhibited some of the finest birds in the country, and the Jackson poultry law which provided for the holding of poultry shows in rural schools of the state and allowing an appropriation for the annual state show. Through these channels and through the close co-operation of other agencies, intense interest has been aroused and caused the poultry industry of the state to step forward in a progressive era.

PERSONAL MENTION

Wayne Waller and wife of Garner, Ia., stopped off in Chicago on their way home from a two week trip through the east.

Charles S. Borden and wife returned from an extended pleasure trip through California and Old Mexico.

Roy Shotwell of the Shotwell Co., Des Moines, Ia., was in Chicago for about two weeks, getting first hand information on the produce markets.

V. O. Appel, Vice President and Treasurer of the Fulton Market Cold Storage Co., of Chicago, left for a few weeks sojourn in California.

William Holmes and John Miller have severed their connections with Frank Sweeney of Chicago and are now associated with the Holland Butter Co., and C. H. Weaver Co., respectively.

Ray Elster of A. F. Thibodeau & Co., Chicago, is wearing a smile that won't come off. Reason: Proud daddy of baby girl. Both mother and daughter are doing fine. Congratulations!

Frank Peterson of Peterson Brothers, Clinton, Iowa, spent a few days in Chicago during the middle of February.

TRAFFIC DEPARTMENT

BUTTER, EGGS AND DRESSED POULTRY

Carriers Propose to Increase Rates From Points in Kansas and Nebraska to New York City and Other Eastern Cities.

A representative of the National Poultry, Butter and Egg Association attended a hearing on February 14, 1923, before the Western Trunk Line Committee concerning an application made by the railroads to increase the rates on dressed poultry, butter and eggs from points in the States of Kansas and Nebraska to Buffalo, Pittsburgh, New York, Philadelphia, Boston and other eastern cities.

The proportional rates which are published to the Mississippi River crossings were established several years ago in order to equalize the Chicago combination rates. Since that time the carriers have been granted blanket increases in rates and because of these general advances, the Mississippi River combination of rates figure lower than the Chicago combination.

The carriers contended that inasmuch as the proportional rates to the Mississippi River were originally established in order to equalize the Chicago combination rates that the present rates to the River should be advanced so as to again bring about an equalization. The increases contemplated vary from 1c to 4½c per 100 pounds.

The representative of the National Poultry, Butter and Egg Association stated that the present rates on dressed poultry, butter and eggs are on a high basis and that no adjustment should be made in the present rates which would result in increases in the through rates. It was also stated that if it was the desire of the carriers to equalize the river combination with the Chicago combination of rates it should be done by reducing the rates to Chicago instead of advancing the rates to the River.

RATES ON CHEESE

Agent Boyd's Tariff 86-C effective February 5, 1923, publishes a reduced carload rate of 79c on shipments of cheese from Marion, Wis., and 71c per 100 lbs., from Appleton Junction, Wis., to Cairo, Thebes, Ill., Cincinnati, Ohio, Evansville, Jeffersonville and New Albany, Ind., on traffic destined to the territory south of the Ohio River.

The same tariff also publishes a reduced rate of 82c per 100 lbs. on less carload shipments of cheese from Campbellsport, Wis., to Paducah, Ky.

STOPPING IN TRANSIT

The Central Freight Association has for consideration and is handling under Subject 5946, an application to increase the charge for stopping shipments of live poultry in transit to complete loading at points on the St. Louis division of the Louisville and Nashville Railway Company. The present charge is \$5.00 per stop and the proposed charge is \$6.50 for each stop.

CLAIMS AGAINST CHICAGO & ALTON RAILROAD

Notice of Claim Against Chicago & Alton Railroad Must Be Filed With Master in Chancery Before April 1, 1923, Or They Will Be Barred

By order of the District Court of the United States, notice of all claims, overcharge, loss and damage, etc., accruing prior to August 30, 1922, must be filed *before April 1, 1923*, with Herbert A. Lundahl, Master in Chancery, room 503, 340 W. Harrison St., Chicago, Ill. If notice is not filed before April 1, 1923, claims will be barred.

If members have any claims against the Chicago & Alton Railroad they would better get busy and file notice with the Master in Chancery.

EGGS AND DRESSED POULTRY

The Southern Freight Association has for consideration and is handling under Subject No. 8827 an application filed by shippers to adjust the carload and less carload rates applicable on eggs and dressed poultry on shipments from Columbia and Lewisburg, Tenn., to Baltimore, Md., Philadelphia, Pa., New York, N. Y., and Boston, Mass. The proposed rates apply only on shipments routed via the L. & N. R. R.

The application states that the present rates applicable via the L. & N. R. R. from Columbia and Lewisburg, Tenn., are out of line with the present rates from Nashville, Tenn., and are also out of line with the present rates now applicable via the N. C. & St. L. Ry. Co., from Columbia and Lewisburg, Tenn. It is proposed to establish the same rates from Columbia and Lewisburg, Tenn., on shipments routed via the L. & N. R. R. as now applies from the same points on shipments routed via the N. C. & St. L. Ry. Co.

BUTTER, EGGS, POULTRY

In the October, 1922 issue of the 'Bulletin' members were informed that the Western Trunk Line Committee was handling under its Subject No. 2596-A, an application to reduce the carload rates on butter, eggs and dressed poultry from Ortonville, Minn., to Chicago, Ill. The present rate is 99c and it was proposed by shippers to reduce this rate to 83½c per 100 lbs.

The Executive Office is in receipt of advice stating that the carriers have approved the proposed rate. The 83½c rate will be published in the carrier's tariffs in the near future.

WOODEN BUTTER TUBS

The Western Trunk Line Committee has for consideration and is handling under Subject No. 2897 an application filed by shippers to reduce the carload rating on wooden butter tubs from class C rates to class D rates on shipments from Missouri River Points to points in Kansas and Nebraska.

EGG CASE FILLERS

The Illinois Freight Association is handling under Subject No. 1621 an application to cancel the carload commodity rate of 13c per 100 lbs. which applies on egg case fillers, strawboard, from Marseilles and Morris, Ill., to Chicago and De Kalb, Ill.

It is also proposed to cancel the rate of 16c which applies from the same points to Milwaukee, Watertown, Madison, Wis., Waukegan, Rockford and Sterling, Ill.

CONCENTRATION PRIVILEGE DENIED

Several months ago an application was filed with the Western Trunk Line Committee which requested that Committee to give consideration to the establishment of a concentration privilege at points in Kansas on the Union Pacific R. R. Co., on shipments of butter, eggs, poultry and rabbits originating in Kansas and destined to Omaha and points East thereof.

Information has now been received that this subject (No. 2597) was not approved.

RATES ON BUTTER AND EGGS

In the September, 1922 issue of the 'Bulletin' members were informed that the Western Trunk Line Committee was handling under Subject No. 2596 an application to establish a reduced rate of 88½c per 100 lbs., on shipments of butter and eggs, straight or mixed carloads, from Aberdeen, Bristol and Wauboy, S. D., to Chicago, Ill. The present rate on local shipments to Chicago, Ill., is \$1.02 per 100 lbs. A commodity rate of 84½c per 100 lbs., applies to Chicago, Ill., on shipments which are destined to Boston, Mass.

After considering this subject, the carriers approved of a rate of 96c per 100 lbs. to apply on both local traffic to Chicago and on shipments destined east of Chicago, Ill. This means that the carload rate to Chicago, Ill., will be reduced from \$1.02 to 96c per 100 lbs., and the rate to Chicago, Ill., on shipments destined to Boston will be increased from 84½c to 96c per 100 lbs.

The approved rate of 96c per 100 lbs., will be published in the tariff in the near future.

APPROVE LOWER CHEESE RATE

The Western Trunk Lines Committee has approved of the reduced rates which were proposed by shippers to apply on cheese from Merrill, Wis., to Evansville, Ind., and Cincinnati, Ohio, on shipments which are destined to points in Southeastern Territory. The present rates are, carload \$1.01½, less carload \$1.33; the rates recommended by the Committee representing the carriers are, carload 79c and less carload 99c per 100 pounds. Members will be informed as to the effective date as soon as the tariffs are corrected.

EXPORT RATE ON EGGS

Supplement No. 34 to Agent E. B. Boyd's Tariff No. 1016-A publishes a reduced carload rate of \$1.76½ to the Gulf Ports and \$2.20½ per 100 pounds to Key West and Tampa, Fla., on shipments of eggs from Great Bend, Kan. The reduction effective February 25, 1923.

RATES IN BUTTER

Supplement No. 39 to Agent E. B. Boyd's Tariff No. 503-I establishes a reduced carload rate of 36½c per 100 pounds on shipments of butter from Springfield, Ill., and points in the Springfield group to Chicago and Rockford, Ill. The reduced rate became effective February 19, 1923.

BUTTER AND EGGS

Minneapolis, St. Paul and Sault Ste. Marie Railway Company, I. C. C. 5460, establishes a reduced rate of \$1.35 per 100 lbs., on butter and eggs, straight or mixed carloads on shipments from Jamestown, N. D., to Manitowoc, Wis.

The same tariff establishes a reduced carload rate of \$1.25½ per 100 lbs., on shipments from Bismarck, N. D., to Chicago, Ill., Mackinaw City, Manistique, Mich., Manitowoc, and Milwaukee, Wis. This rate applies only on shipments which are destined to Boston, Mass., and Rockland, Me., and stations taking same rates.

The tariff also publishes a lower carload rate of \$1.40½ from Bismarck, N. D., and \$1.25 per 100 lbs., from Jamestown, N. D., on shipments to Chicago, Ill., Mackinaw City, Manistique, Mich., Manitowoc, and Milwaukee, Wis., on shipments which are destined to points in the States of Maryland, New York and Pennsylvania.

The above reductions became effective January 26, 1923.

LIVE POULTRY

The Western Trunk Line Committee is handling under Subject No. 2954 an application filed by shippers to establish a stopping in transit privilege to finish loading on shipments of live poultry moving between points in the State of Kansas. A rule is now in effect which authorizes the privilege to apply on interstate shipments and it is proposed to apply the same privilege on intrastate shipments.

EGGS AND LIVE POULTRY

Illinois Central Tariff No. 2204-N, ICC No. 6588 establishes the following reduced rates on shipments of eggs, minimum weight, 20,000 pounds, and shipments of live poultry, minimum weight, 18,000 pounds, from Haleyville, Ala., to Chicago, Ill., \$1.30; New York City, N. Y., \$1.54; Philadelphia, Pa., \$1.54; Baltimore, Md., \$1.46½; Boston, Mass., \$1.59½ per 100 pounds. The reductions became effective February 6, 1923.

BUTTER AND EGGS

The Southwestern Freight Bureau is handling under Subject No. 7587 an application to establish a carload rate of \$1.37 per 100 pounds on butter, butterine and oleomargine in straight carloads or in mixed carloads with eggs, on shipments from Springfield, Mo., to Shreveport, La.

The third class rate now applies on mixed carloads of butter and eggs. Shippers contend that the proposed rate, which is the rate on butter in straight carloads, is equitable in view of a lower rate being applicable on shipments of eggs in straight carloads.

EMPTY POULTRY COOPS

The Western Trunk Line Committee is handling under its Subject No. 2914 an application filed by shippers to reduce the freight rates on empty poultry coops returned, on shipments moving between points in the State of Missouri.

The present rating on less carload shipments is one and one-half times first class and the carload rating is third class; the proposed rating is fourth class any quantity, with proper policing provisions that inbound expense bill covering loaded movement must be surrendered to entitle shipper to four class on returned shipments.

ROSTER

National Poultry, Butter & Egg Association

NOTE: Members should keep in mind that our Membership Ledgers—not this Roster—constitute the highest authority regarding every membership. Extra care is taken to see that every name and address is correctly shown in the Roster. But in making corrections and adding new names constantly it happens now and then that printers make new errors or leave out names or addresses inadvertently. Pressure of work in the Executive Secretary's office precludes checking the Roster with the Membership Ledgers before going to press every month, though this is done as often as possible.

ARKANSAS

McHENRY & BRYAN, Fayetteville.
OZARK POULTRY & EGG Co., Fayetteville.
D. W. TOBEY, INC., P. O. Box 614, Texarkana, Ark-Tex.

AUSTRALIA

P. DUFFY, Sydney.

CANADA

P. BURNS & Co., Calgary, Alberta.
CANADIAN PACKING Co., Toronto, Ont.
T. J. COYLE & Co., 507 Lindsay Bldg., Winnipeg, Man.
THE WM. DAVIES Co., LTD., Toronto, Ont.
THOS. ELLIOTT, c/o Dominion Prod. Co., Winnipeg, Man.
GUNN, LANGLOIS & Co., LTD., 105 St. Paul St. East, Montreal.
GUNN'S LIMITED, West Toronto, Ont.
H. C. KERSTEN, c/o Crescent Cry. Co., Winnipeg.
LEMON BROS., Owen Sound, Ont.
JAS. J. MURRAY, Mgr., Produce Dept., c/o The Codville Co., Ltd., Winnipeg, Man.

CALIFORNIA

CALIFORNIA POULTRY Co., 315 Washington St., San Francisco.
HARBAUGH & Co., 425 Washington St., San Francisco.
KING & LAYTON, 310 Clay St., San Francisco.
MAKINS PRODUCE Co., 310 Davis St., San Francisco.
MONOTTI-LARIMER, 250 Sacramento St., San Francisco.
PACIFIC EGG PRODUCERS, 700 Front St., San Francisco.
CARL SCHALLINGER, 310 Clay St., San Francisco.
WILSEY BENNETT Co., 352 Front St., San Francisco.

COLORADO

BEAR PRODUCE Co., 1515 Market St., Denver.
GREEN BROS. FRUIT & PROD. Co., Market & 16th Sts., Denver.
PINKETT BROS. PROD. Co., 1537 Market St., Denver.

CONNECTICUT

L. C. BATES Co., 46 George St., New Haven.
P. BERRY & SONS, 390 Windsor St., Hartford.
BRADLEY & DILLON, New Haven.

CUBA

ARMANDO ARMAND & SON, 17 Sol St., Havana.
FRANK BOWMAN Co., San Ignacio 13, P. O. Box 471, Havana.

DISTRICT OF COLUMBIA

W. G. CARTER, c/o Golden & Co., 922 Louisiana Ave., Washington.

FLORIDA

C. G. HILDERLEY, Box 696, Tampa.
T. F. SMITH, c/o Mutual Produce Exchange, Jacksonville, Fla.

ILLINOIS

ERNEST APEL, 209 N. Main St., Galena.
FRANK ATLESS PROD. Co., Lincoln.
B. & H. PRODUCE Co., Mt. Vernon.
C. F. BISHOP & Co., 220 N. Front St., Quincy.
G. W. BLACKBURN & Co., Fairfield.
BLOOMINGTON PROD. Co., Bloomington.
H. A. BURNS PROD. Co., Thompsonville.
CAPPEL GARRARD Co., Peoria.
L. E. CHAPIN, Tampico, Ill.
DAVIS CLEAVER PRODUCE Co., Quincy.
DENNIS PRODUCE Co., Bowen.
T. E. DICKINSON, Tuscola.
ADOLPH G. DOHM, Carlinville.
GEO. W. FREY PRODUCE Co., Mendota.
C. A. FIELD Co., Newton.
FISHER PRODUCE Co., Fisher.
GRADY BROS., Cuba.
FRANK GRAMPP, Princeton.
L. G. GRAMPP PROD. Co., Dixon.
H. R. GRANT, c/o Collins Produce Co., Flora.
WM. E. GREEN, Henry.
E. J. GROSSENBURG, Woodhull.
HAGIST JETT PRODUCE Co., Box 64, E. St. Louis, Ill.
P. O. HALLBECK & SON, West Salem.

F. HOUSER & SON, Lena.
W. A. JOY, 119 N. 9th St., Springfield.
KINSALL PRODUCE Co., Ridgway.
KLEINSCHMIDT PRODUCE Co., Nashville.
MANNING & MANNING, Morrisonville.
G. E. MERRILL, Avon.
W. D. MILLER & SON, Newton.
MINONK PRODUCE Co., Minonk.
MONEY PRODUCE Co., Yale.
B. S. PEARSALL BUTTER Co., 51 N. State St., Elgin.
PEORIA CREAMERY Co., Peoria.
A. D. PERRIN & SON, Wyanet.
HAROLD G. PETERSON, 2200 Lincoln St., Evanston.
PIONEER CREAMERY Co., Galesburg.
F. A. PRUETT & SONS, Third & Monroe Sts., Kinmundy.
REITZEL BROS. Sterling.
L. E. SNAPP & SONS, INC., 17' Mill St., Georgetown.
SORENTO PRODUCE Co., Sorento.
GEO. H. SPENGLER, 10th & Capitol Ave., Springfield.
W. H. STANLEY & SON, Newton.
STARR ICE & PRODUCE Co., Rushville.
H. J. SWAN & Co., Fairfield.
SUGAR CREEK CREAMERY Co., Danville.
E. H. TAMME, Orion.
JACOB TICK, Clinton.
P. H. UTTERBACK, Oblong.
I. A. WALLINS, INC., Decatur.
H. C. WEINRICH & Co., Cambridge.
J. F. WILLIAMS & SON, Apple River.
J. W. WILSON & Co., Stewardson.
C. C. WRIGHT, McLeansboro.
WRIGHT-MAULDING Co., Dahlgren.
A. J. WRIGLEY, Wyoming.

Chicago

B. AARON & SONS, 56 W. South Water St.
THEODORE AARON, INC., 204-208 N. Wells St.
AMAN & ENDERS, 132 W. South Water St.
ARMOUR & Co., Produce Dept.
BAER & WOODS, 326 W. So. Water St.
J. P. BARRETT PRO. Co., 208 N. Wells St.
BATTERMAN & KOELLING, 949 Fulton Market.
BEATRICE CREAMERY Co., 1526 S. State St.
AMOS BIRD Co., 1314 So. Canal St.
BLUE VALLEY CREAMERY Co., 700 S. Clinton St.
S. S. BORDEN Co., 220 W. South Water St.
BOWMAN & Co., 136 W. Lake St.
JOHN L. BRINK Co., 212 W. So. Water St.
BRINK & PILAT, 214 W. South Water St.
PETER BRITTEN SONS, 2 Fulton Market.
H. L. BROWN & SONS, 953 Fulton Market.

BICKLEY, FINNELL & WIMPLE, INC., 216 N. Wells St.
 G. W. BULL & Co., 26 W. Kinzie St.
 BURD BROS., 206 W. So. Water St.
 E. F. BUSCH & Co., 208 N. Wells St.
 CANTWELL & GILLOGLY, 953 Fulton Mkt.
 CARNATION MILK PRODUCTS Co., 220 S. State St.
 COHEN & Co., 108 W. South Water St.
 H. B. COLLINS, c/o Swift & Co., U. S. Yards.
 COONEY & Co., 215 W. So. Water St.
 COYNE BROS., 119 W. South Water St.
 CROMER & BROWN, 212 N. Wells St.
 CUDAHY PACKING Co., PRODUCE DEPT., Harris Trust Bldg.
 THEO. CUNY, 320 W. South Water St.
 DAUBER BROS., 1132-1134 Fulton Market.
 JNO. R. DEISHER Co., 954 Fulton Market.
 DITTMANN & Co., 125 N. Union St.
 JOSEPH DUSEK Co., 726 W. Randolph St.
 WM. EBELING, 702 W. Randolph St.
 M. H. EICHENGREEN & Co., 227 N. LaSalle
 ELLIOTT & MCGARRAGHY, 29 W. Kinzie St.
 HARRY H. FIELD & Co., 208 N. Wells St.
 FINNERMAN BROS., 320 W. So. Water St.
 FORD-GUSTAVSON & Co., 192 N. Clark St.
 PETER FOX SONS Co., 1122-24 Fulton Market.
 GALLAGHER BROS., 165 W. South Water St.
 ALEXANDER GETZ, 1016-1022 Fulton Mkt.
 GETZ & BRODSKY, 326 W. So. Water St.
 I. J. GINSBERG, 192 N. Clark St.
 R. GERBER & Co., 327 W. So. Water St.
 GOLDENBERG BROS., 718 W. Randolph St.
 MOSES GRAY & Co., 160 W. So. Water St.
 GRIDLEY MAXON Co., 25 W. So. Water St.
 GUGGENHEIM BROS., 916 Fulton Market.
 F. M. HEGGIE, 208 N. Wells St.
 A. F. HEIDKE & SONS, 845 Fulton St.
 FRANK G. HEILMAN, 945-947 Fulton Mkt.
 J. E. HUGO HEMMAN & Co., 225 W. South Water St.
 J. S. HOFFMAN COMPANY, 219-221 N. Franklin St.
 W. G. HOWARD & Co., 229 N. Wells St.
 HUNTER WALTON & Co., 35 W. Kinzie St.
 S. KATZ & Co., INC., 208 No. Wells St.
 KEAN & STRYKER, 716 W. Randolph St.
 S. LOVE KELLEY, 192 N. Clark St.
 GEO. T. KRUSE & Co., 708 W. Randolph St.
 A. S. KUHN Co., 208 N. Wells St.
 H. & J. LEPMAN, INC., 208 N. Wells St.
 MAX MALTER Co., 816 W. Randolph St.
 MAURICE MANDEVILLE, 160 N. Market St.
 WOLF MALTER, 910 Fulton Market.
 R. MANGAN & Co., 819 W. Randolph St.
 JOHN V. MCCARTHY Co., 136 W. Lake St.
 C. E. MCNEILL & Co., 325 W. So. Water St.
 MERRILL & ELDREDGE, 160 N. Market St.
 GEO. MEYER & Co., 228 W. South Water St.
 JOS. T. MILNARIK, 136 W. Lake St.
 W. S. MOORE, 206 N. Wells St.
 A. M. MULLIN, 303 W. So. Water St.
 MUTUAL PRODUCE Co., 922 Fulton St.
 MURMANN & KARSTEN, 222 W. So. Water St.
 NATIONAL PROD. Co., 208 N. Wells St.
 AD. NEWMAN & SON, 4420 S. Ashland Ave.
 NAOMI PRODUCE Co., 309 W. So. Water St.
 NORTH-WEST PRODUCE Co., 834 No. Racine Ave.
 O'HEARN & SHERMAN, 64 S. Water St.
 O. W. OLSON Co., 136 W. Lake St.
 THOS. E. O'NEILL Co., 218 N. Wells St.
 OSTROWSKY & SIMKIN, 206 W. So. Water St.

MORRIS OVSON Co., 30 N. Green St.
 OXLEY & RICHTER Co., 208 N. Wells St.
 POLMAN & TERRY, 216 W. So. Water St.
 PRESSBURGER & OLDENBURG, 706 W. Randolph St.
 G. W. RANDALL & Co., 211 W. South Water St.
 B. W. REDFEARN, 208 N. Wells St.
 HARRY H. REDFEARN & Co., 208 N. Wells St.
 A. S. ROE & Co., 208 N. Wells St.
 ED. RUEB & Co., 703 W. Randolph St.
 M. P. RUTLEDGE, 1111-1113 Fulton Market.
 JOHN SANDER, 1053-1055 W. Lake St.
 SCHRIEBER & FALKER, 136 W. Lake St.
 SCHWEIZER COMMISSION Co., 654 W. 63rd St.
 JOHN M. SHAWHAN, 136 W. Lake St.
 GEO. S. SLOAN & SONS, 62 W. So. Water St.
 SNYDER, HARRY, Co., 223 W. So. Water St.
 F. J. SOKOL, 208 N. Wells St.
 SONENBLICK & SHAPIRO, 207 W. So. Water St.
 SPANGENBERG & Co., 48 W. Kinzie St.
 STANDARD COMMISSION Co., 329 W. So. Water St.
 STEFFEY BROS., 118 W. So. Water St.
 FRANK SWEENEY, 192 N. Clark St.
 E. B. TEETS & Co., 322 W. So. Water St.
 ED. TERMAN & Co., 321 W. So. Water St.
 TITMAN EGG Co., INC., 400 N. Elizabeth St.
 JOHN R. TYLER Co., 208 N. Wells St.
 M. UHLMANN & Co., INC., 171 W. So. Water St.
 A. T. ULLMANN Co., 1014 Fulton St.
 WASKOW BUTTER Co., 346 W. So. Water St.
 WATSON & KELLEY, 320 W. South Water St.
 C. H. WEAVER & Co., 67 W. South Water St.
 WEINBERG BROS. & Co., 1052-54 Fulton Mkt.
 WENDEL & BRIGGS, 951 Fulton Market.
 O. E. WHITCOMB & SON, 210 W. South Water St.
 J. H. WHITE & Co., 955 Fulton Market.
 W. T. S. WHITE, c/o Morris & Co., U. S. Yards.
 WILSON & Co., Prod. Dept., U. S. Yards.
 HENRY YEPSER & Co., 207 N. Wells St.
 ZAMBRENO BROS. & Co., 918 Fulton St.
 ZIMMERMANN & SMITH, 336 W. So. Water St.

INDIANA

ADAMS PRODUCE Co., 203 S. Main St., Rushville.
 ATLASS PRODUCE Co., Lafayette.
 J. E. BEYER, Rochester.
 BAREFOOT PRODUCE COMPANY, Cowan.
 BLOOMFIELD ICE & PRODUCE Co., Bloomfield.
 E. E. BOGAN Co., Goodland.
 E. BRAUDE, Silver Lake.
 L. J. BRETZ, Huntingburg.
 CLOVER LEAF CREAMERIES, Huntington.
 DEARMIN & Co., Odon.
 DECATUR PRODUCE Co., Decatur.
 L. J. DELUCENAY, Ashley.
 R. L. DITZLER, Huntington.
 FEAR-CAMPBELL Co., Frankfort.
 GEO. FREESE'S SONS, Nappanee.
 FOUNTAIN PRODUCE Co., Veedersburg.
 F. H. GEORGE & Co., 116 W. Columbia St., Ft. Wayne.
 D. W. HARRIS Co., Green's Fork.
 HARRIS-HARDMAN Co., Richmond.
 HAVENS BROS., Ladoga.
 O. L. HOESE, Worthington.

HOUGHLAND & MILLER, Boonville.
 IDEAL POULTRY & PRODUCE Co., Ft. Wayne.
 INDIANA PRODUCE Co., Worthington.
 THE E. R. JAKUES Co., Thorntown.
 L. E. JONES, Churubusco.
 J. A. LONG, c/o J. A. Long Co., Portland.
 C. J. LOYD & Co., Greensburg.
 McLANE & Co., Shelbyville.
 MIAMI PRODUCE Co., Peru.
 S. MOSKOWITZ & Co., Evansville.
 MURPHY & Co., Princeton.
 O. OLIVER & SON, Madison.
 THOMAS OWENS, Angola.
 HENRY PFAU, 224 Ninth St., Jasper.
 THE PFEIFFER SALES Co., Logansport.
 RIFFERT BROS., Haubstadt.
 SCHLOSSER BROS., Frankfort.
 SHERMAN WHITE & Co., Ft. Wayne.
 A. B. STAHL, Oakland City.
 VAN BUREN PRODUCE Co., Van Buren.
 J. L. WILLIS & SON, Petersburg.

Indianapolis

INDIANAPOLIS POULTRY Co.
 THE WADLEY Co., North St. & Canal.

IOWA

AMES PRODUCE Co., Ames.
 A. BAIRD & SON, Lohrville.
 BOOS PRODUCE Co., West Bend.
 BURLINGTON PRODUCE Co., Burlington.
 CENTRAL CITY PROD. Co., Central City.
 CHARLTON & BOWEN, Rolfe.
 CHEROKEE POULTRY Co., Cherokee.
 J. A. CROWTHER, Pocahontas.
 P. M. DAHLEM, Cascade.
 O. ELLINGSON, Webster City.
 C. A. ENGLISH, Ottumwa.
 E. J. FARLEY, Monticello.
 C. ALVIN FOSSE, LaPorte City.
 TYNDALL N. FOSSE, Ridgeway.
 GIST. McDOWELL POULTRY & Egg Co., Spencer.
 M. J. GOODRICH, Strawberry Point.
 GOODRICH & GALLAGHER, INC., Waverly.
 E. C. GRADY, Reinbeck.
 M. & J. R. HAKES, Laurens.
 HALL PRODUCE Co., Sigourney.
 HANFORD PRODUCE Co., Sioux City.
 HANSEN PRODUCE Co., Maquoketa.
 F. H. HATCH Co., Edgewood.
 HAWKEYE PRODUCE Co., Brookdale Ave., Chariton.
 E. B. HIGLEY Co., 409 S. Federal St., Mason City.
 T. M. HOOPER PRODUCE Co., Chariton.
 HURD CREAMERY Co., Council Bluffs, Iowa.
 INDEPENDENCE PRODUCE Co., Independence.
 INDEPENDENT PRODUCE Co., 1801 W. 3rd St., Davenport.
 IOWA CITY PRODUCE Co., Market & Gilbert Sts., Iowa City.
 IOWA GRAIN & PRODUCE Co., Burlington.
 CARL T. IRISH, Montour.
 JENSEN'S CREAMERY Co., Coon Rapids.
 W. E. KEENEY, Clarinda.
 A. R. LOMIS & SON, Fort Dodge.
 LOVETT & DAVIS PROD. Co., Manchester.
 S. W. MAHON, Sigourney.
 MARSHALLTOWN PRODUCE Co., 213 Market St., Marshalltown.

J. D. MINIMUM, Clear Lake.
 JOHN MORRELL & Co., Ottumwa.
 E. G. MORSE, Mason City.
 NAGLE BROS. POULTRY Co., Marcus.
 MT. PLEASANT PRODUCE Co., Mt. Pleasant.
 J. H. NEIL CREAMERY Co., Tama.
 NEWTON PRODUCE Co., Newton.
 G. W. NICHOLSON & Co., Grand Junction.
 NICKLES & SON, Corydon.
 NORTHERN IOWA PRODUCE Co., McGregor.
 W. L. OGDEN & Co., 305 Pearl St., Sioux City.
 W. B. PARROTT Co., Manning.
 PERFECT PRODUCE Co., Solon.
 PETERSON BROS., 6th Ave. & River Front, Clinton.
 REISMAN Co., Oskaloosa, Iowa.
 W. S. REISTER & SON, Washington.
 FRED REUM & Co., 218 W. Water St., Decorah.
 H. S. RHYNSBURGER, 9th Ave., E., Oskaloosa.
 J. RUSSELL, Winfield.
 ST. ANSGAR PRODUCE Co., St. Ansgar.
 SCHEIDEL PRODUCE Co., Ossian.
 SHOTWELL & Co., Des Moines.
 J. A. SHANNON & SON, Iowa Falls.
 SHELDON PRODUCE Co., Sheldon.
 J. A. SILVER & Co., Stockport.
 R. D. SMITH, Swea City.
 UNION PRODUCE Co., Lorimor.
 E. B. WADE, West Liberty.
 WAYNE F. WALLER, Garner.
 WAVERLY PRODUCE Co., Waverly.
 WESCOTT & WINKS, Sumner.
 WILSON SHOTWELL Co., Perry.
 R. W. WINSLER, Moravia.
 WOLDUM PRODUCE Co., Decorah.

KANSAS

BEATRICE CREAMERY Co., Topeka.
 THE BELLE SPRINGS CRY. Co., Abilene.
 THE BLUE VALLEY PACKING Co., Marysville.
 J. E. BREWER, Box 226, Abilene.
 CONCORDIA CREAMERY Co., Concordia.
 ELLSWORTH PROD. Co., Ellsworth.
 FARMERS' PRODUCE Co., Burlington.
 J. F. GRENNAN PROD. Co., Garnett.
 T. JENSEN & BROS., Emporia.
 KANSAS EGG & POULTRY Co., Hillsboro.
 KANSAS ICE & STORAGE Co., Salina.
 A. S. KININMONTH & Co., Winfield.
 LATHAM & SONS, Ottawa.
 M. McMAHON, Beattie.
 MERRITT-SCHWIER CREAMERY Co., Great Bend.
 THE METZ PACKING Co., Concordia.
 PADEN & THOMPSON, Lyons.
 SALINA POULTRY Co., Salina.
 SCANTLIN BROS., Pratt.
 SEYMOUR PACKING Co., Topeka.
 STEWART POULTRY Co., Valley Falls.
 TOPEKA PACKING Co., Topeka.
 S. C. WALKER & SON PRO. Co., Smith Center.
 H. G. WARD PRODUCE Co., Glasco.

KENTUCKY

E. BOWERS Co., Paducah.
 N. F. BRENT, Paris.
 DAVIDSON BROS., INC., Glasgow.
 C. G. GAULT PROD. Co., Maysville.
 S. H. GRINSTEAD Co., Lebanon.
 HARRODSBURG ICE & PRODUCE Co., Harrodsburg.
 HAWKINS, SMITH, TOOHEY & Co., Shelbyville.
 S. F. HOLCOMB, Murray. Branches at Hollow Rock, Tenn., and Parsons, Tenn.
 HULEN-TOOPS Co., Bowling Green.
 MALONEY DAVIDSON Co., 128 E. Jefferson, Louisville.
 MILLER BROS. & Co., Owensboro.
 GEO. P. TAYLOR Co., Burnside.
 ALVA WEST, Mgr. Star Produce Co., Maysville.
 H. WILSON & Co., Fordsville.
 J. P. WRIGHT, Salt Lick.
 HARVEY J. ZWICKER, Gen. Mgr. Frank Fehr Cold Storage Co., Louisville.

LOUISIANA

GOODMAN & BEER Co., INC., 400 Paydras St., New Orleans.
 A. S. KOTZWITZ & Co., 443 S. Peters St., New Orleans.
 JOS. LALA & Co., 534 French Mkt., New Orleans.
 JOS. SAMUEL Co., INC., 327 Paydras St., New Orleans.
 SOUTHLAND PRODUCE Co., 505 Travis St., Shreveport.

MARYLAND

BLATTER BROS., 119 W. Pratt St., Baltimore.
 HENDERSON, LINTHICUM & Co., 3 E. Camden St., Baltimore.
 E. E. HURLBURT, 3 Emerson Tower Bldg., Baltimore.
 ARTHUR MEDWEDEFF, 308 Law Building, Baltimore.
 JOHN POEHLMAN & SONS, 405 N. Washington St., Baltimore.
 JOSEPH SMELKINSON, 139 W. Camden St., Baltimore.
 DIXON R. SMITH & Co., 217 Hanover St., Baltimore.
 STEVENS BROS., 226 Charles St., Baltimore.

MASSACHUSETTS

CAMBRIDGE POULTRY Co., Cambridge.
 JAMES L. HUMPHREY, JR., New Bedford.
 GENERY STEVENS Co., Worcester.

Boston

ADAMS, CHAPMAN Co., 37 N. Market St.
 ALLEY GREEN & PIPE Co., 3 and 4 N. Market St.
 S. K. AMES, 168 Milk St.
 I. H. BALLOU & Co., 75 S. Market St.
 BARTLETT VARNEY & Co., 21 N. Market St.
 BATCHELDER & SNYDER Co., 49 Blackstone Street.

BOLTON & HICKS, 21 Merchants Row.
 BORST PIERCE Co., 9 Blackstone St.
 ALTON E. BRIGGS, Faneuil Hall Market.
 BRYANT & ORDWAY Co., 1 So. Side Faneuil Hall Market.
 S. L. BURR & Co., 74 So. Market St.
 CHAMBERLAIN & Co., INC., 25 S. Market St.
 CHAPIN & ADAMS Co., 35 S. Market St.
 HAROLD E. CORSON, Faneuil Hall Market, Fruit & Products Exchange.
 C. R. CORWIN Co., Faneuil Hall Market.
 CRAIG HAPGOOD Co., INC., 39 S. Market St.
 EASTERN BUTTER Co., 15 John St.
 EASTERN POULTRY & EGG Co., 77 Fulton St.
 G. A. FALES Co., 25 N. Market St.
 JOHN H. FARNUM & SON, 65 Clinton St.
 FOWLE, HIBBARD Co., 176 State St.
 GOLDSMITH-STOCKWELL Co., 27 S. Market Street
 GREEN & Co., 80 S. Market St.
 WM. J. HAIRE Co., 30 S. Market St.
 HILTON & ALDRICH Co., 40 S. Market St.
 RALPH H. HOSMER, 10-16 Faneuil Hall Mkt.
 H. A. HOVEY & Co., 30 Faneuil Hall Mkt.
 THE H. J. KEITH Co., 72 S. Market St.
 J. F. KIMBALL Co., 31 N. Market St.
 LAMSON & Co., 13 Blackstone St.
 G. M. D. LEGG Co., 33 S. Market St.
 LEWIS, MEARS Co., 33 S. Market St.
 A. & O. W. MEAD & Co., 35 N. Market St.
 A. E. MILLS & SON, 27 Commercial St.
 CHAS. E. MILLS, 19 Boston Fruit & Produce Exchange.
 P. F. QUINN, 31-33 Merchants Row.
 RADLO BROS. Co., 21-23 S. Market St.
 L. A. ROGERS Co., 70 S. Market St.
 SMILEY BROS., 5 Blackstone St.
 A. M. SMITH & Co., 31 Commercial St.
 STANDARD POULTRY & EGG Co., 37 Fulton St.
 CHAS. H. STONE & Co., 61 Chatham St.
 THORNDIKE & GERRISH Co., 19 N. Market Street.

TITMAN EGG Co. OF MASSACHUSETTS.
 A. VALENTE & Co.
 T. H. WHEELER Co.
 E. E. WILSON Co., 7 Blackstone St.
 W. F. WYMAN & Co., 4 Faneuil Hall Mkt.

MICHIGAN

CADILLAC PRODUCE Co., Cadillac.
 THE N. A. HOBAN Co., 114-116 W. 1st Ave., Flint.
 HUGH M. HURD, Eaton Rapids.
 IONIA EGG & POULTRY Co., Ionia.
 KENT STORAGE Co., Grand Rapids.
 ROBT. PARK, Caro.
 J. T. RIDLEY, Greenville.
 WILLIAMSON BROS., Tecumseh.

Detroit

ALDERSON-HUARD Co., 480 Riopelle St.
 AMERICAN BUTTER & CHEESE Co., 480 Howard Ave.
 BENTLEY PRODUCE Co., 153 Monterey Ave.

CLARENCE J. CHANDLER, 1640 Penobscot Bldg.
 GEO. L. COLLINS & Co., 30 Market St.
 DETROIT BUTTER & EGG Co., 4301 Dequindre.
 GEO. R. ELDRIDGE Co., 2656 Eighteenth St.
 FALTS POULTRY MARKET, 54 W. Elizabeth Street.
 HARRIS & THROOP, 777 Michigan Ave.
 J. W. KEYS COMM. Co., 2478 Riopelle St.
 C. H. LAHUE & Co., Eastern Market.
 F. J. SCHAFER & Co., 1462 E. High St.
 SCHILLER BUTTER & EGG Co., 654 Jos Campau.
 SMITH POULTRY & EGG Co., 26 Western Market.
 A. F. THIBODEAU & Co., 492 Howard Ave.
 TONER COMMISSION Co., 480 Riopelle St.

MINNESOTA

BACKMAN PRODUCE Co., Waterville.
 BENSON PRODUCE Co., Benson.
 BRIDGEMAN-RUSSELL Co., Duluth.
 CENTRAL MINN. PRODUCE Co., Willmar.
 E. B. DAVIS & Co., Spring Valley.
 SEYMOUR L. FOSSE, Lanesboro.
 HUTCHINSON PRODUCE Co., Hutchinson.
 JOHNSON PRODUCE Co., Cokato.
 F. J. KASPER Co., 310-312 N. Cedar St., Owatonna.
 LE ROY PRODUCE Co., Le Roy.
 LEVINE BROS., Duluth.
 LITCHFIELD PRODUCE Co., Litchfield.
 JOHN LYNARD, Owatonna.
 H. M. NOACK & SONS, Arlington.
 NO. AMERICAN CRY. Co., Alexandria.
 NORTHERN COLD STG. & WHSE. Co., Duluth.
 PETERSON BIDDICK Co., Wadena.
 JOSEPH J. SCHATZ, Montgomery.
 J. W. SILL, Belgrade.
 STEUBE BROS., 118 N. Main St., New Ulm.
 STORK BROS., New Ulm.
 SUNDE & ROMINE, New Richland.
 GEO. D. TRACY, Tracy.
 WILLIAMS PRODUCE Co., Fergus Falls.
 WORTHINGTON CREAMERY & PROD. Co., Worthington.

Minneapolis and St. Paul

BOYD & HILBERT, 22 Central Mkt., Minneapolis.
 R. E. COBB Co., St. Paul.
 DE SOTO CRY. & PROD. Co., Minneapolis.
 EDWARDS BROS., 119 Sixth St., Minneapolis.
 FAIRFAX PRODUCE Co., 420 N. Third Ave., Minneapolis.
 J. H. KERSTEN & Co., 204 Market State Bank Bldg., Minneapolis.
 MEAGHER & PARSONS, 5th St. North, Minneapolis.
 ROSS C. MORFORD, Market State Bank Bldg., Minneapolis.
 NORTHERN PRODUCE Co., St. Paul.
 J. W. PERRIN & SON, 29 Central Market, Minneapolis.
 SAMELS BROS. Co., Minneapolis.
 TILDEN PROD. Co., St. Paul.

MISSISSIPPI

REX PRODUCE Co., Myrtle.

MISSOURI

BLATTNER BROS. MERC. Co., Wellsville.
 A. F. BROCKMAN, Concordia.
 BROWNING FARMERS CLUB, Browning.
 W. L. DAVENPORT Co., 219 N. Jefferson St., Mexico.

W. C. ELLIS, Mountain Grove.
 GOODWIN & JEAN, Jackson.
 R. F. GRIFFITH, Fulton.
 HENDERSON'S PRODUCE Co., Monroe City.
 J. V. KESTERSON, Odessa.
 KUHNE BROS. MERC. Co., Troy.
 W. D. LAW, Springfield.
 D. N. LIGHTFOOT & SON, Springfield.
 LINDLEY-BUSTER PROD. Co., Inc., Bucklin.
 MACON PRODUCE Co., Macon.
 J. H. MIKEL BRO. & Co., South Gifford.
 C. S. MILLER PRODUCE Co., Neosho.
 MISSOURI EGG & POULTRY Co., Box 164, Sedalia.
 E. OLIN & SON, 112 E. Lexington St., Independence, Missouri.
 RALLS COUNTY MERCANTILE Co., Center.
 S. D. RARDIN, JR. & Co., Ridgeway.
 J. I. REED & SON, Bolivar.
 C. L. RHODES PROD. Co., Springfield.
 A. W. VANDERFORD, Clinton.
 A. B. WILKERSON, Aurora.
 WILLOW SPRINGS CRMY. Co., Willow Sprgs.

St. Louis

AMERICAN EGG & POULTRY Co., 501 N. 3rd St.
 H. B. BEATY, 408 Franklin Ave.
 BOHN-LENARTZ COM. Co., 714 N. 4th St.
 HY BOMZE, 817 N. Third St.
 HENRY BROEDER'S SONS COM. Co., 813 N. Third St.
 E. J. CRAMER COMMISSION Co., 709 N. 3rd St.
 DICKSON & SONS, 837 N. Third St.
 A. A. EASTON Co., Inc., 931 N. Broadway.
 ENTERPRISE COMMISSION Co., 925-927 N. Broadway.
 BRUNO FRANZ SONS, 919 N. Broadway.
 OSCAR B. FRANZ COM. Co., 417 Morgan St.
 WALTER B. FRANZ & Co., 810 N. Fourth St.
 JOHN FREY & Co., 420 Wash St.
 FRISCO COMMISSION Co., 800 N. Fourth St.
 GREENLEE PRODUCTS Co., Lewis & O'Fallon Sts.
 FRED HEGER, 419 S. Franklin Ave.
 THE HICKEL Co., 1018 N. Broadway.
 HILMER COMMISSION Co., 822 N. Third St.
 HOFMANN BROS. PRODUCE Co., 700 N. 2nd St.
 H. W. KUEHAUS, 419 Franklin Ave.
 B. LANDAUER, 907 N. Fourth St.
 LOPATO BIERMAN COM. Co., 811 N. Third St.
 E. L. LYNCH POULTRY Co., 807 N. 4th St.
 CHAS. P. MANN & Co., 713 N. 3rd St.
 ARNOLD MATTER COM. Co., 704 N. 4th St.
 E. B. MCKEE COMMISSION Co., 717 N. 3rd St.
 McLAIN-ALCORN COM. Co., 701 N. 3rd St.
 MEYER BROS. COMMISSION Co., 816 N. 3rd St.
 NIEMEYER-BUCHMUELLER COM. Co., 816 N. 3rd St.
 PROGRESSIVE COMMISSION Co., 803 N. 3rd St.
 A. A. REHBEIN, 220 Market St.
 GEO. F. RICKER & Co., 716 N. 2nd St.
 ST. LOUIS BUTTER Co., 821 N. Third St.
 SCHEITLIN & HOFFMAN, 820 N. Third St.
 L. J. SCHULTE COM. Co., 824 N. Third St.
 SCHUMACHER COMMISSION Co., 700 N. 3rd St.
 UHRIG BROS., 812 N. Fourth St.
 BURT WOODSON COM. Co., 933 N. Broadway.
 ZELLE BROS. PROV. & COM. Co., 702 N. 3rd St.

Kansas City

AARON POULTRY & EGG Co.
 J. M. ADAMS, 319 Produce Exchange Bldg.
 C. J. AUS, 211 Produce Exchange Bldg.
 A. W. BEAR COM. Co., 117 E. Fourth St.
 RALPH HURST & Co., 115 E. Fourth St.
 S. J. HURST, 515 Grand Ave.
 MERIDEN CREAMERY Co., 21st and Central Sts.
 J. W. REYNOLDS, Prod. Exchange Bldg.
 CARL C. STENTZ, 203 Produce Exchange Bldg.
 SPENCER PRODUCE Co., 14 West 4th St.

MONTANA

HENNINGSSEN PRODUCE Co., Butte.

NEBRASKA

HENNINGSSEN PROD. Co., Superior.
 C. MOZER, Box 495, Lincoln.
 NELSON BROS. POULTRY Co., Lincoln.
 NORFOLK POULTRY Co., 403 N. 3rd St., Norfolk.
 THOMASSEN PRODUCE Co., Humphrey.
 WAHOO PRODUCE Co., 301 East 5th St., Wahoo.
 YORK PRODUCE Co., York.

Omaha

GEO. E. CLARK, 1327 W. O. W. Bldg.
 FAIRMONT CRY. Co., 12th & Jones Sts.
 THE JERPE COMMISSION Co., 422 11th St.
 KIRSCHBRAUN & SONS, Inc., 9th and Dodge Sts.
 OMAHA COLD STORAGE Co.

NEW JERSEY

AMMON & PERSON, 4th and Henderson Sts. Jersey City.
 M. AUGENBLICK & BRO., 16 Commerce St., Newark.
 ROBT. L. BEYER, 1915 Atlantic Ave., Atlantic City.
 COLUMBIA CHEESE Co., 85 Commerce St., Newark.
 DEBOW & Co., 32 Commerce St., Newark.
 BARNETT GABRIEL, c/o Great Atlantic & Pacific Tea Co., Jersey City.
 GUARANTY EGG CORPORATION, 108 Sylvan Ave., Newark.
 GERHARD & PAGELS, 218 N. Willow St., Trenton.
 GUDE & COLE, INC., 102 Mulberry St., Newark.
 ADAM HEBELER & Co., 46 Commerce St., Newark.
 GUS LUDWIG, c/o Great A. & P. Tea Co., Jersey City.
 WILKINSON, GADDIS & Co., 85 Parkhurst Newark.

NEW YORK

DAVIS & PELTON, 152 Baldwin St., Elmira.
 THE LAWLOR & CAVANAUGH Co., Troy.
 JOS. A. MINST, 359 Broadway, Albany.
 EDWARD D. VINAL, 202 North West St., Syracuse.
 WM. S. RILEY Co., Scott Place, Rochester.
 W. J. SKILLICORN, Albany.

Buffalo

BREDEBERG BROS., 96 W. Market St.
 RAYMOND S. CLUM, 101 Columbia St.
 JACOB DOLD PACKING Co., 745 William St.
 GOLDSTEIN & LIPPMAN, 165 Scott.
 HICKMAN & COWARD, 150 Michigan Ave.
 CHAS. E. ROESCH, 10 Broadway Mkt.

SATULOFF BROS., 145 Michigan St.
F. F. STONE, 98 W. Market St.
WALTER A. TUTTLE, 55-57 E. Market St.
J. M. WATTLES & SON, 152 Michigan St.
FRANK E. WATTLES & BRO.
WAX & SUGARMAN, 159 Michigan St.
W. M. C. WILL, 163 Scott St.

New York City

C. F. ADAMS & Co., 13 Harrison St.
ALBERT & GERBER, 315 Greenwich St.
E. S. ALPAUGH & Co., 18 Bloomfield St.
ARMSTRONG & HESSE, 330 Greenwich St.
HARRY ATLAS, 360 Greenwich St.
JUAN A. BARCOCK, 168 Duane St.
E. R. BALZER, 220 Greenwich St.
F. C. BARGER & Co., 158 Franklin St.
H. BEHRMAN & SONS, 366 Washington St.
BERMAN & BAEDACKER, Inc., 28 Thirteenth Ave.
NATHAN BLACKMAN, 362 Greenwich St.
DANIEL P. BOEHM, Inc., 331 Washington St.
JOHN H. BORGER & Co., 134 Reade St.
GEO. G. BROWN, W. Washington Mkt.
S. S. BROWN Co., 43 Jay St.
BROWN & ROOT Co., 165 Reade St.
BRYAN DUVALL Co., Inc., 105 Hudson St.
C. T. BULLARD & Co., 171 Duane St.
BUTTS & MILLER Co., 325 Washington St.
CENTRAL GROCERY Co., 150 Reade St.
CHELSEA LIVE POULTRY Co., 39 Locw Ave.
CHAS. COLLINS Co., 1 13th Ave.
COLONIAL BUTTER & EGG Co., Greenwich St.
GEORGE COOK, JR., 329 Washington St.
F. M. COUGHLAN & SON, 172 Duane St.
GEO. E. CUTLER, 331 Greenwich St.
CHARLES DEUTSCH, 319 Greenwich St.
DE WINTER & STEWART, INC., 321 Washington St.
DROSTE & SNYDER, 177 Duane St.
DU MOND & FELTEN, INC., 325 Washington St.
N. DURHAM & SONS, 313 Washington St.
LEWIS EBERT & SONS, 151 Reade St.
W. W. ELZEA, INC., 327 Washington St.
THE ENGEL Co., 123 Barclay St.
ENYARD & GODLEY, INC., 171 Duane St.
FARMERS COMMISSION HOUSE, 27 Harrison St.
FICKEN, COFFIN & Co., 168 Duane St.
FITCH, CORNELL & Co., 16-18 Jay St.
SAMUEL FLECK & Co., Inc., 48 Bloomfield St.
JULIUS FLEISCHL, 514 Westchester Ave.
J. C. FORD & Co., Inc., 368 Greenwich St.
FOX RIVER BUTTER Co., 78 Hudson St.
I. FOX SONS, INC., 194 Green Place, Brooklyn, N. Y.
SOL. FRANKEL, W. Washington Mkt.
J. GEWIRTZ, 303 E. 4th St.
GOTTFRIED-MARSHALL Co., 142½ Reade St.
A. GROSSMANN & Co., 153 Reade St.
GUDE BROS., KIEFFER Co., 21 Jay St.
H. HAGEN & Co., 81 N. Moore St.
HANCE BROS. Co., W. Washington Mkt.
W. H. HENNEBERGER, Inc., 329 Greenwich St.
JOSEPH J. HEROLD, 17 Harrison St.
GEORGE F. HINRICHS, INC., 341 Washington St.
W. M. J. HINRICHS, 423 W. 14th St.
HODUPP EVANS COMPANY, INC., 7 Harrison St.
AD. HONIGSBERG & Co., 300 Greenwich St.
CHAS. B. HOVEY, W. Washington Mkt.
JEWELL BROS., W. Washington Mkt.
JEWELL KOENIG & Co., W. Washington Mkt.
T. W. JOHNSON, 361 Washington St.
HUGO JOSEPHY & SONS, 448 West 14th St.
BENJ. KALMANSON, 310 Greenwich St.
KASSEL POULTRY Co., W. Washington Mkt.
J. J. KILCOYNE Co., Inc., 148 Reade St.
J. M. KLEIN, 329 Washington St.
KOSSAR & Co., W. Washington Mkt.

CHRISTIAN H. KOSTER, 863 Washington St.
KURTIN & KURTIN, 305 Greenwich St.
LAMBLY & ALPAUGH, 18 Harrison St.
LASS & COHEN, 450 W. 14th St.
GUSTAV F. LAWRENCE, 6 Harrison St.
LEWIS MEARS Co., 127 Reade St.
W. H. MAPES, 137 Reade St.
THOS. J. MAY Co.
C. F. MCGUIRE, 13 Harrison St.
A. E. McMULKIN, 201 Franklin St.
CHAS. P. MECABE & SON, 17 Jay St.
SAMUEL MIERFELD, 3 Harrison St.
J. W. MELONEY Co., Inc., 339 Greenwich St.
ALEX MERSEL, 191 Duane St.
MOTTUS BROS., W. Washington Market.
SAM NAGLE, W. Washington Market.
J. NARZISENFELD, 24-26 Harrison St.
J. NEUGEBOREN & SONS, 19 Harrison St.
JAS. N. NOKKIS, W. Washington Mkt.
FRED D. OETJEN, 339 Washington St.
B. W. OTIS & Co., W. Washington Mkt.
A. PAUL, JR., & Co., West Washington Mkt.
W. M. WALLIS PEARSON, 45 Grace St.
H. T. POND Co., 361 Washington St.
C. L. POOLE & Co., 15 Harrison St.
I. C. POPPER, 171 Duane St.
S. A. RAUSCH, 334 Greenwich St.
G. M. RITTENHOUSE & Co., 23 Jay St.
S. ROSENFELD Co., 49 Chambers St.
HARRY ROSENSTEIN, Inc., W. Washington Market.
M. ROTH & Co., 185 Duane St.
THOS. H. ROULSTON, 101 Ninth St., Brooklyn.
JOHN H. RUSCH, 188 Duane St.
SAAL BROTHERS, 181 Duane St.
CHESTER E. SAXTON Co., Inc., 11 Harrison St., N. Y. C.
C. SCHULTZ, Inc., 32 Jay St.
LOUIS J. SCHWAB, W. Washington Mkt.
NATHAN SCHWEITZER Co., 409 W. 14th St.
SECKEL & KIERNAN, 361 Greenwich St.
R. B. SHIMER & Co., 332 Washington St.
A. SILZ, 416 W. 14th St.
STEERS & MENKE, West Washington Mkt.
H. E. STOUT Co., 317 Washington St.
J. D. STOUT & Co., 19 Jay St.
JOSEPH SULTAN, 148 Reade St.
B. TITMAN Co., 94 N. Moore St.
GEORGE TRACHTENBERG, 360 Greenwich St.
TRELEAS & UNDERHILL, 333 Greenwich St.
W. HARRY ULLMAN & BRO., 216 Franklin St.
EDWARD M. VOSBURGH, 133 Reade St.
S. & W. WALDBAUM, 140 Reade St.
CHARLES WERNER, 35 Loew Ave.
SAMUEL WERNER, W. Washington Mkt.
WESTERN COMMISSION Co., West Washington Market.
D. W. WHITMORE & Co., 10 Harrison St.
WIESENFELD & OSHINSKY, 40 Harrison St.
J. W. WILLIAMS, W. Washington Mkt.
WRIGHT & WINSOR, 12 Harrison St.
ZENITH BUTTER & EGG Co., 170 Duane St.
ZIMMER & DUNKAK, 173 Duane St.

NEW ZEALAND

R. L. WOODHOUSE & Co., Ferry Bldgs., Auckland.

NORTH DAKOTA

BRIDGEMAN-RUSSELL Co., Grand Forks.
MANDAN CRY. & PRODUCE Co., Mandan.

OHIO

ATHENS POULTRY & PRODUCE Co., Athens.
BEMISDERFER Co., 31 E. Market St., Tiffin.
BYRON L. BOND, Edon.
THE BROWNELL SONS Co., 123 E. Spring St., Columbus.
O. I. CLEVENGER, 198 Prospect St., Marion.

ELMORE PRODUCE Co., Elmore.
FOSTORIA CREAMERY Co., 404 S. Union St., Fostoria.
CHAS. C. FROMFIELD, 1101 E. Main St., Van Wert.
THE GRAY & WHITE Co., Tiffin.
GREENFIELD PACKING Co., Greenfield.
GRIFFIS PRODUCE Co., Delphos.
W. T. HARRIS & SON, Kenton.
WM. HERTEL, JR., Van Wert.
HICKSVILLE PRODUCE Co., Hicksville.
H. B. HOLE, Greenville.
J. J. KISSELL, Columbus Grove.
H. LITTLE & SONS, 434 S. Fifth St., Upper Sandusky.
LUCAS PRODUCE Co., Leipsic.
W. M. McELROY, Manchester.
MALKIN CREAMERY Co., 224 W. Boardman St., Youngstown.
MILLER BROS. Co., Fremont.
J. E. PARKER Co., Eaton.
J. E. ROADS, N. West St., Hillsboro.
ROCK ISLAND BUTTER Co., Toledo.
HOMER C. SMITH, Centerbury.
STORER BROS. Co., Ada.
A. L. STOUT, West Mansfield.
WHITE MOUNTAIN CREAMERY Co., New Bremen.

Cincinnati

FRED H. BLOME, JR., c/o Blome-Dreifus Co., 4149 Forest Ave.
FLATAW RILEY Co., 42 Walnut St.
GOYERT & VOGEL EGG & PTY. Co., 49 Walnut St.
B. L. HUMBERT, 21 Masonic Temple.
JOHN V. KISKER & Co., 11 Main St.
A. F. KOLB, 134 W. Court St.
LETT & Co., 48 Walnut St.
THE PETERS POULTRY Co., 104 W. Court St.
DAVID RINLSBERG & Co., 38 Walnut St.
SIMMONS & NORRIS, 3-9 W. Water St.
E. B. WRIGHT & SON, 19 Walnut St.

Cleveland

THE BRANDT Co., Sheriff St. Market.
BROOKHART POULTRY Co., 754 Broadway.
THE BRUNDAGE Co., 606 Broadway.
THE CHAPMAN Co., 575 Broadway.
COTTAGE CREAMERY Co., 505 Woodland Ave.
THE A. R. DUNCAN, JR., Co.
FISHER BROS. Co., 2323 Lakeside Ave.
LIBERTY POULTRY Co.
JOSEPH LICHTLE & Co., 676 Broadway.
JOSEPH N. PIERSON, 822 Broadway.
E. H. PUTT & SON POULTRY Co., Sheriff St. Market.
TELLING-BELLE VERNON Co., 7100 Clark Ave.

OKLAHOMA

H. BRADBURY, Shattuck.
CHICKASHA HIDE & PRODUCE Co., 205 S. Second St., Chickasha, Okla.
CHOCTAW PRODUCE Co., Hugo.
FARMERS' PRODUCE Co., Clinton, Okla.
GUTHRIE PRODUCE Co., Guthrie.
LIEBERMAN PRODUCE Co., 315 E. Grand, Oklahoma City.
MADILL PRODUCE Co., Madill.
MCCOY PRODUCE Co., Westville.
OKLAHOMA HIDE & PRODUCE Co., Altus.
J. M. PATTON, c/o Lawton Poultry Co., Lawton.
W. D. WRIGHT PRODUCE Co., Oklahoma City.

OREGON

ESTES-DIXON Co., 105 Front St., Portland.

PENNSYLVANIA

W. J. CRAIG, 1716 Penn Ave. Pittsburgh.
 EGERMANN COMMISSION Co., 2123 Penn Ave., Pittsburgh.
 FISHER BROS. Co., 1130 Franklin St., N. S., Pittsburgh, Pa.
 IRON CITY PRODUCE Co., Inc., 56-60 Twenty-first St., Pittsburgh.
 CLARENCE C. LEE, 726 Tenth St., Oakmont.
 W. S. LEE & SON, 1300 7th Ave., Altoona.
 A. B. MARCUS, 48 Eighteenth St., Pittsburgh.
 G. A. SAMUELS, 109 Water St., Pittsburgh.
 DAVID SPRUKS Co., Spruce and Franklin, Scranton.
 TAYLOR FOOD PRODUCTS Co., New Castle.
 TECH FOOD PRODUCTS Co., Wainwright Cold Storage, 3340 Liberty St., Pittsburgh.

Philadelphia

AETNA BUTTER Co., 204 Callowhill St.
 HAROLD R. AIKEN, 128 N. Delaware Ave.
 ALMAR STORES Co., 919 N. Front St.
 THE AMERICAN STORES Co., 412 Noble St.
 BEYER & Co., Inc., 235 Callowhill St.
 BICKEL & MILLER, 322 S. Front St.
 A. F. BICKLEY & SON, 520 N. Second St.
 BOSSLER & COMPANY, 7 S. Water St.
 R. A. BOWERS Co., 9-11 N. Water St.
 P. F. BROWN & Co., 43 S. Front St.
 S. WALTER BROWN, 33 S. Front St.
 CHABROW BROS., 24 S. Front St.
 CRAWFORD & LEHMAN, 31 S. Water St.
 SAMUEL S. DANIELS, Sec'y, Philadelphia Pro. Exch., Philadelphia, Pa.
 C. M. DRAKE & Co., 19 S. Water St.
 EDSON BROS., 110-112 Dock St.
 T. T. ELLIS & SON, 24-26 S. Water St.
 J. G. HALDEMAN & BRO., 2918 Market St.
 A. R. HEISEY, Second and Callowhill Sts.
 C. G. HEYD & Co., 25 S. Water St.
 JOHN J. HITSCHLER & SON, 1221 South St.
 JOHN JAMISON Co., 3 and 5 South Water St.
 JOHN J. McDONALD Co., 13 S. Water St.
 NATHAN L. MEDWEDEFF, 33 S. Front St.
 CHARLES J. MEIER, 10 N. Dearborn Ave.
 J. M. MORRIS Co., 202 S. Second St.
 JOHN S. MORRIS & Co., 27 S. Water St.
 NICE & SCHREIBER Co., 11 S. Water St.
 PARSONS & BRO., 224 Callowhill St.
 GEO. RICE & Co., 409 New Market St.
 RISSER BROS. Co., 214 Callowhill St.
 J. K. SHULTZ & Co., 36 S. Water St.
 P. E. SHARPLESS Co., 813 N. 11th St.
 SHEAFFER & MARVEL, 106 N. Delaware Ave.
 WM. SMITH Co., 14 S. Water St.
 E. S. STACKHOUSE & Co., 17 S. Water St.
 STEPHEN THURBER, 118 Water St.
 A. WACHS, 44 S. Water St.
 M. WILDSTEIN, 631 N. Second St.
 J. P. WILSON, 116 Dock St.

RHODE ISLAND

W. W. ALDRICH, Providence.
 COOPER & SISSON, Box 1176, Providence.
 F. W. WHIPPLE & Co., 99 Canal St., Providence.

SOUTH DAKOTA

BROOKINGS PRODUCE Co., Brookings.
 W. H. BUCK & Co., Madison.
 MITCHELL PRODUCE Co., Mitchell.
 SALEM PRODUCE Co., Salem.
 THOMAS & HOARD, Centerville.
 WENK BROS. Madison.
 WIST & SONS, Webster.

TENNESSEE

GEO. M. BROOKS, Martin.
 WM. B. FOSTER PROD. Co., Fayetteville.

R. C. GILES, Fourth and First Nat. Bank Bldg., Nashville.
 MORRISTOWN PRODUCE & ICE Co., Morristown.
 NAIVE-SPILLERS Co., 905 Harrison St., Nashville.
 L. RAUCH & Co., 88 S. Front St., Memphis.
 CHAS. C. SULLIVAN, 58 N. Front St., Memphis.
 A. B. WINFORD, Lewisburg.

TEXAS

BEN ABLON, Dallas.
 BASSEL BROTHERS, 5 Wall St., Belton.
 J. O. BOETTCHER, Weimar.
 A. J. COMMONS PRODUCE Co., McKinney.
 CRESCENT PRODUCE Co., 1006 W. Commerce St., San Antonio.
 FORT WORTH PLTY. & Egg Co., 1607 Commerce St., Fort Worth.
 G. P. FOSTER & Co., Denison, Texas.
 GIDDINGS PRODUCE Co., Giddings.
 A. A. HACKER & Co., Brenham.
 MAYHEW PRODUCE Co., Brady.
 MERCHANTS PRODUCE Co., 314 Mary St., Waco.
 MISTLETOE CREAMERIES, Fort Worth.
 NEW YORK BUYERS' ASSN., San Antonio.
 NOLEN PRODUCE Co., Hallettsville, Tex.
 THE PETER Co., 401 Washington Ave., Houston, Texas.
 WM. SCHMIDT, 315 E. First St., Fort Worth.
 STAHL BROS., Gonzales.
 TEXAS CREAMERY Co., Houston.
 A. B. WALKER & SON, Corsicana.
 H. F. WEHMEYER, 14 First St., Brenham.

VIRGINIA

BEASLEY & BOON Co., P. O. Box 146, Roanoke.
 CITY PRODUCE EXCHANGE, 56 W. Gay St., Harrisonburg.
 THOS. M. COMBITHS, Pulaski.
 CROCKER & BLUFORD, Box 117, Norfolk.
 CULPEPER PRODUCE Co., P. O. Box 72 Culpeper.
 R. M. EASTWOOD & Co., Norfolk.
 WM. F. GRAVINS & Co., 23 S. 13th St., Richmond.
 F. H. HOBBS Co., 77 Roanoke Ave., Norfolk.
 WADE MASTERS & Co., Lexington.
 Scott Butter & Provision Co., 208 Water St., Norfolk.
 SIGOURNEY & FARDON, Inc., Richmond.
 WRENN PRODUCE Co., Edinburg.

VERMONT

C. A. MENTZER, North Williston.

WISCONSIN

H. C. CHRISTIANS Co., Johnson Creek.
 DAVIS BROS. CHEESE Co., Plymouth.
 HAWLEY COMMISSION Co., La Crosse.
 J. B. LUDDEN, Bloomington.
 MAZO POULTRY & Egg Co., Mazomanie.
 MILLER-ROSE Co., La Crosse.
 S. MILLER COLD STORAGE Co., Marshfield.
 NORTHERN WIS. PRODUCE Co., Manitowoc.
 NORTHWESTERN EGG & POULTRY Co., Eau Claire.
 PAULY & PAULY CHEESE Co., Manitowoc.
 SUPERIOR COMMISSION Co., 1705 Winter St., Superior.

Milwaukee

DURBROW COMMISSION Co., 382 Fifth St.
 FIEBRANTZ & BENZ, 394 Fifth St.
 HASSMANN & MUELLER, 293 Third St.
 GEO. C. MANSFIELD Co.
 MARTIN H. MEYER, 888 44th St.

AFFILIATED INTERESTS

ARKANSAS POULTRY & EGG DEALERS' ASSN., M. L. Price, Secy., Fayetteville, Ark.
 BOSTON FRUIT & PRODUCE EXCHANGE, Alton E. Briggs, Ex. Secy., Faneuil Hall Market, Boston, Mass.
 CANADIAN PROD. ASSN., James T. Madden, Secretary, 90 Colborne St., Toronto, Can.
 DETROIT BUTTER & EGG BOARD, John Huettelman, Secy., 2040 Howard St., Detroit, Mich.
 THE CHICAGO MERCANTILE EXCHANGE, S. Edward Davis, Ex. Secy., 136 W. Lake St., Chicago, Ill.
 FULTON MARKET WHOLESALE MEAT & COM. MERCHANTS' ASSN., 918 Fulton St., Chicago, Ill.
 ILLINOIS POULTRY & EGG SHIPPERS' ASSN., C. L. Hatfield, Secy.-Treas., Decatur, Ill.
 INDIANA EGG & POULTRY ASSN., Wm. Locks, Secy., Indianapolis, Ind.
 IOWA WHOLESALE EGG, BUTTER & POULTRY DEALERS ASSN., M. A. Hagensick, Secy., Des Moines, Iowa, P. O. Box 906.
 KANSAS EGG SHIPPERS' ASSN., C. F. Nissen, Secy., Newton, Kans.
 MISSOURI EGG & POULTRY SHIPPERS' ASSN., H. H. Bergmann, Secy., 833 N. Third St., St. Louis, Mo.
 NEBRASKA POULTRY, BUTTER & EGG ASSN., H. L. McCoy, Secy., 1206 Jones St., Omaha, Neb.
 NEW YORK MERCANTILE EXCHANGE, cor. Hudson and Harrison Sts., New York, N. Y.
 OHIO BUTTER, EGG & POULTRY ASSOCIATION, F. S. Jacoby, Secy., 422 Glen Echo Court, Columbus, Ohio.
 OKLAHOMA POULTRY & EGG ASSOCIATION, Carl D. Rice, Secy., Enid, Okla.
 PACIFIC EGG PRODUCERS, 700 Front St., San Francisco, Cal.
 PITTSBURGH BUTTER & EGG EXCHANGE, 708 Wabash Bldg., Pittsburgh, Pa.
 SAN FRANCISCO WHLS. DAIRY PRO. EXCHANGE, 252 Clay St., San Francisco, Cal.
 SOUTHERN MINNESOTA EGG, BUTTER & POULTRY ASSN., F. C. Marpe, Secy., Albert Lea, Minn.
 SOUTHERN POULTRY & EGG SHIPPERS' ASSN., L. G. Smith, Secy., Shelbyville, Ky.
 TEXAS BUTTER, EGG & POULTRY ASSN., J. O. Boettcher, Secy., Weimar, Texas.

BANKS

BANK OF AMERICA, 44 Wall St., New York City.
 FIDELITY TRUST Co., Chambers & W. Broadway, New York, N. Y.
 THE FIRST NATIONAL BANK OF CHICAGO, Chicago, Ill.
 IRVING NATIONAL BANK, New York, N. Y., Woolworth Bldg.
 NATIONAL PRODUCE BANK, Ashland Block, Chicago, Ill.
 UNITED STATE BANK OF ST. LOUIS, Washington Ave. & 4th St., St. Louis, Mo.
 WEBSTER & ATLAS NATIONAL BANK OF BOSTON, 199 Washington St., Boston, Mass.

COLD STORAGE

G. D. ALLMAN, Gen'l Supt., U. S. Cold Storage Co., 39th St. & Hoyne Ave., Chicago, Ill.
 BEATRICE COLD STORAGE Co., Beatrice, Nebr.
 BECK'S COLD STORAGE, 461 N. Division St., Buffalo, N. Y.
 BINGHAMTON COLD STORAGE Co., 282 Water St., Binghamton, N. Y.
 BOOTH COLD STORAGE, 121 W. Kinzie St., Chicago, Ill.
 BOSTON TERMINAL REFG. Co., Boston, Mass.
 BRONX REF. Co., 520 Westchester Ave., New York, N. Y.

BUFFALO COLD STORAGE Co., Buffalo, N. Y.
 CALUMET REFRIGERATING Co., 308 Alexander St., Chicago, Ill.
 CENTRAL COLD STORAGE Co., Kinzie and Dearborn Sts., Chicago, Ill.
 CHEMUNG COLD STORAGE Co., 735 Baldwin St., Elmira, N. Y.
 CHICAGO COLD STGE. WAREHOUSE Co., 1526 S. State St., Chicago, Ill.
 GEO. J. COOKE Co., 30 N. Green St., Chicago, Ill.
 DETROIT REFRIGERATING Co., Detroit, Mich.
 EASTERN STATES REF. Co., Springfield, Mass.
 EDNER ICE & COLD STGE. Co., Vincennes, Ind.
 FEDERAL COLD STGE. Co., 1800 N. Broadway, St. Louis, Mo.
 FRANK FEHR COLD STORAGE Co., Logan and Lampton Sts., Louisville, Ky.
 FULTON MARKET COLD STORAGE Co., 1000 W. Fulton St., Chicago, Ill.
 HYGIEA REF. Co., Elmira, N. Y.
 INDIANA REF. Co., Indianapolis, Ind.
 INDUSTRIAL COLD STORAGE & WHSE. Co., Philadelphia, Pa.
 KANSAS CITY COLD STGE. & WHSE. Co., 500 E. Third St., Kansas City, Mo.
 KANSAS ICE & STG. Co., Salina, Kansas.
 KENT STORAGE Co., Grand Rapids, Mich.
 LACKAWANNA COLD STORAGE Co., 706 Wyoming Ave., Scranton, Pa.
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1922-1923

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Such investigation will pay YOU and it will pay US.

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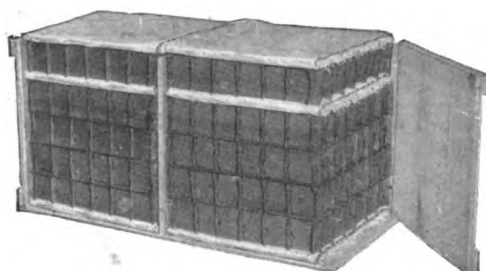
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Did you ever stop to think that it is not the railroad and express companies, but the Egg Industry itself, that pays the tax of millions of dollars coming from the claim departments of the carriers?

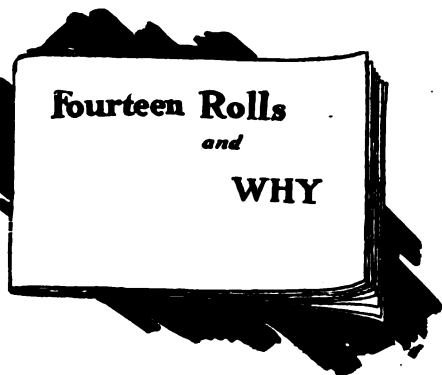
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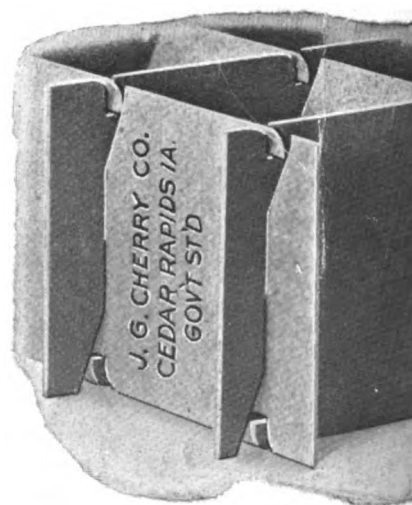
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With Six Excelsior Pads

Will reduce egg breakage to a point where



carriers can, and will be glad to, lower their rates. For wise railway and express officials know that the success of their business — like yours and ours — will be proportionate to the service rendered per dollar of cost.



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CEDAR RAPIDS IOWA
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The NATIONAL POULTRY · BUTTER · & · EGG · BULLETIN

APRIL

Volume 7



1923

Number 7



GUS LUDWIG
Chairman Membership Committee

L. C. L. SHIPMENTS MUST BE PROPERLY MARKED

Tags Must Be Securely Attached



*Railroads require
one tag, and
Express companies two,
on every package,
case, coop or box*

"Whack ! It's tacked"

CROFOOT No. 5 TAG TACKER

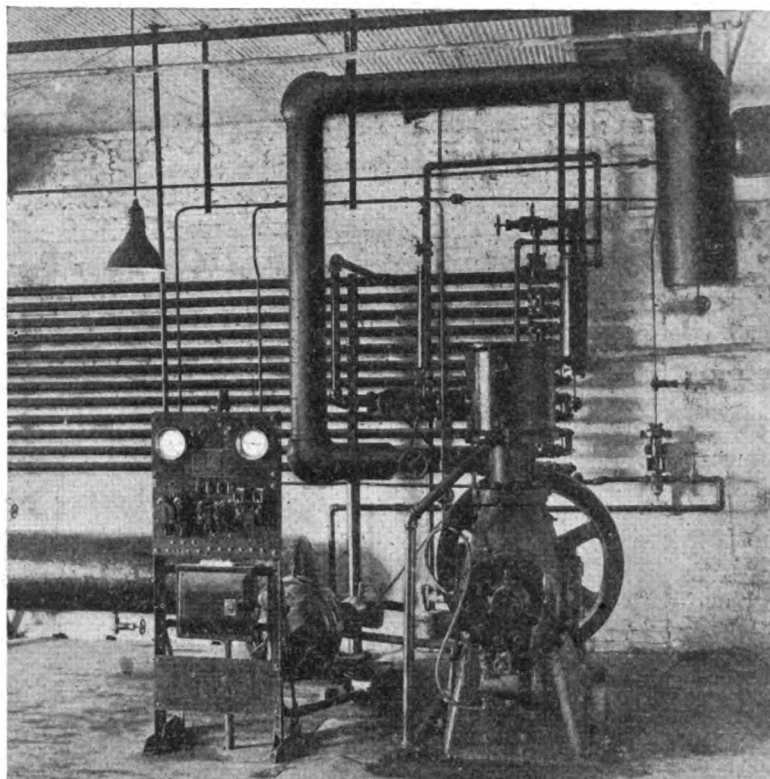
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Hammer and Tacks**

"Buy the Man Behind the Supplies"

Oliver L. Arming

PRODUCE DEALERS' SUPPLIES

**216 W. So. Water Street
CHICAGO**



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These Lines Are *Insulated*, Not Just Covered

Refrigerated lines are not covered for appearances, or to protect the metal, or for any other purpose than to insulate them from the higher temperatures surrounding them. Though various materials are used to *cover* cold lines, mark this: Cork is the only material that will *insulate* them and continue to insulate them year after year without loss of efficiency. And certainly that is what you expect of your pipe covering—permanent insulation.

Nonpareil Cork Covering

For Brine and Ammonia Lines

is permanent insulation because it is moistureproof and waterproof. Being cellular in structure, not fibrous, Nonpareil Cork Covering has no capillary attraction for moisture. In addition, it is protected inside and outside by an impervious coating of mineral rubber. Properly applied and given reasonable attention, Nonpareil Cork Covering stays dry. Frost cannot get into it or under it.

Year after year, Nonpareil Cork Covering not only covers, but *insulates*, unchanged in structure, undiminished in efficiency and requiring no more maintenance than an annual inspection and painting.

There is a Nonpareil Cork Covering for every temperature, for every pipe size and for every fitting.

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Stock Printed and Plain Butter Cartons

One Pound



Stock Printed One-Pound Butter Cartons

For immediate shipment and at attractive prices we can supply a dozen different brands of stock cartons as per list. Use stock printed cartons when you run short of cartons; when you must supply some customer with a special brand; when you have an "off" grade of butter to sell; or when your requirements are too small to afford special printed cartons. It is economical to buy stock printed cartons as we make them up in large quantities we reduce the cost of manufacture and thus effect a saving to the user of small quantities. Special printed cartons in small lots are necessarily more expensive because the initial cost of printing is the same as on a larger order, so far as preparation of cuts and "make-ready" is concerned.

Price List

Name of Brand	Color	Quality	Small lots per 100	1M per M	3M per M	5M per M	10M per M	25M per M	50M per M
Peerless Creamery Butter,	Blue	14 pt.	.....	.....	.....	.....	.....	.....	.....
Peerless Dairy Butter,	Blue	14 pt.	.....	.....	.....	.....	.....	.....	.....
Cloverdale Brand,	Red and Blue	14 pt.	.....	.....	.....	.....	.....	.....	.....
Superior Brand,	Red and Green	14 pt.	.....	.....	.....	.....	.....	.....	.....
Gilt Edge Brand,	Red and Yellow	14 pt.	.....	.....	.....	.....	.....	.....	.....
Stony Brook Brand,	Red and Yellow	14 pt.	.....	.....	.....	.....	.....	.....	.....
Pure Gold Brand,	Red and Yellow	14 pt.	.....	.....	.....	.....	.....	.....	.....
Pet Brand,	Black and Yellow	14 pt.	.....	.....	.....	.....	.....	.....	.....
Velvet Brand,	Red and Green	14 pt.	.....	.....	.....	.....	.....	.....	.....
One Pound Net,	Blue	14 pt.	.....	.....	.....	.....	.....	.....	.....
Pure Creamery Butter,	Blue	14 pt.	.....	.....	.....	.....	.....	.....	.....

Packed 1000 to each fibre container. Weight 40 lbs. to 1000

NOTE—Special type forms can be furnished, that is, inserted on the side panels when the buyer wishes his name to appear, but the price for special printed cartons

would then apply; then you should not expect immediate shipment.

Plain One-Pound Butter Cartons

We supply one pound cartons plain in any of the standard styles.

	Small lots per 100	1M per M	3M per M	5M per M	10M per M	25M per M	50M per M
Tuck-end glued style	14 pt.	.....	.....	.....	.....	.....	.....
Unglued or open tuck-end	14 pt.	.....	.....	.....	.....	.....	.....
Trunk style	14 pt.	.....	.....	.....	.....	.....	.....
Lock-end style	14 pt.	.....	.....	.....	.....	.....	.....

Packed 1000 to a fibre container. Weight 40 lbs. to 1000. Any other thickness of stock can be furnished to order.

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300 W. Austin Ave., Chicago, U.S.A.

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Now Better Than Ever



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to Storers of
BUTTER—EGGS—POULTRY

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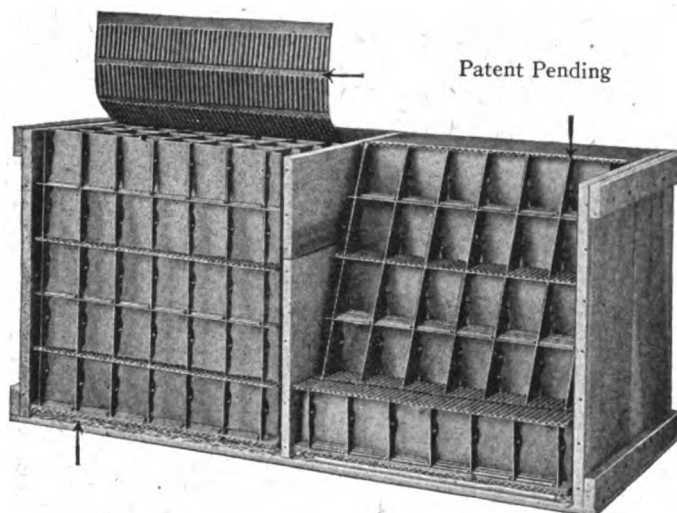
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Cushioned to prevent the "blind checking"
in storage packing of eggs

CUSHIONED —
To protect eggs from
Vertical Shocks



LOCKED —
To prevent Shifting
of Fillers in the Egg
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THE HARRIS-HARDMAN COMPANY POULTRY, EGGS AND BUTTER

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*Cushion Locked Pad Company,
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Gentlemen:

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WE HAVE NOT HAD ANY COMPLAINTS ON ANY BROKEN EGGS EITHER BY EXPRESS OR FREIGHT SINCE USING THESE PADS, and have asked our receivers to take special precaution regarding any damage and let us know at once should there be any. Up to the present time we have not had a single complaint.

THEY WORK OUT VERY PRACTICAL ON THE GRADING BENCH, as they reduce to a minimum checked eggs made by dropping an egg in the filler, when the one just below it is a little too tall for the filler underneath, and projects against the cardboard, in fact, this is entirely eliminated.

As to the locking part of it one does not have to try them out to see the practical side of that. I think they are the best thing in the way of the cushion and also the lock filler that I have ever come across. We will arrange to buy fillers without division boards and use cushion-locked pad exclusive.

Very truly,

THE HARRIS-HARDMAN COMPANY,
Geo. F. Hamilton.

GFH:EH

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Northern Representative
WEBSTER BROS. MFG. CO.
Waucoma, Iowa

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Trade of the entire country has established
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GENERAL OFFICES—1526 S. State St., Chicago, Ill.

NOTICE TO CRATE FATTENERS

Get More Rapid Gains

with

FUL-O-PEP

Fattening FEED

Ful-O-Pep Fattening Feed is a new and improved formula that will absorb just the right amount of milk to produce the most rapid gains. This feed will produce the best bleach and highest quality of flesh.

The high Oatmeal content insures the best appetite and digestion for broilers, fryers and roasters and produces that firm white fat and flesh that is so desirable on fowls.

Give Ful-O-Pep Fattening Feed a trial—you will be agreeably surprised with the better results.

The Quaker Oats Company

Poultry Feed Dept. N. P. B.

Address, Chicago, U. S. A.

The QUAKER OATS COMPANY, Poultry Service
Dept. 000, Address, Chicago, Ill.

Send me complete particulars and quantity prices on
FUL-O-PEP FATTENING FEED.

NAME.....

TOWN.....

STATE.....

**Fill Out
and Mail
Coupon**



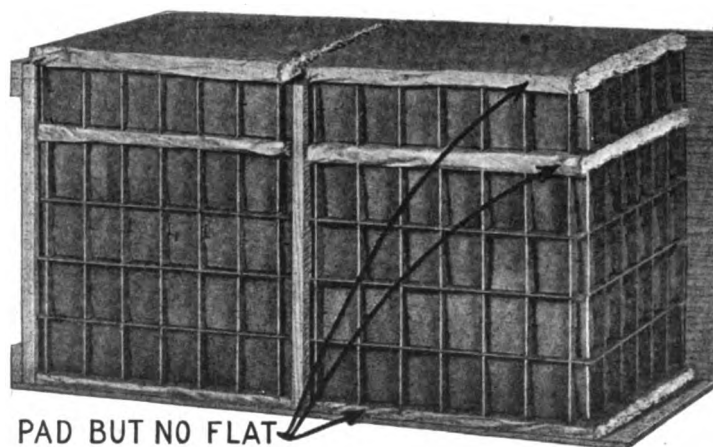
IMPORTANT!

Excelsior Pads Are Available for Prompt Shipment

Some statements made at recent hearings have in some quarters been misinterpreted to mean that Excelsior Pads are not available to meet the demand. This is a mistake. Increased facilities and a better knowledge of the requirements have enabled us to provide for prompt shipments.

This does not mean that it is advisable to wait until the last minute before placing your order. The same foresight used in ordering other supplies should be used in ordering Excelsior Pads to provide for possible railroad delays in transit.

Each pad manufactured by us is guaranteed and bears our name and trade-mark.



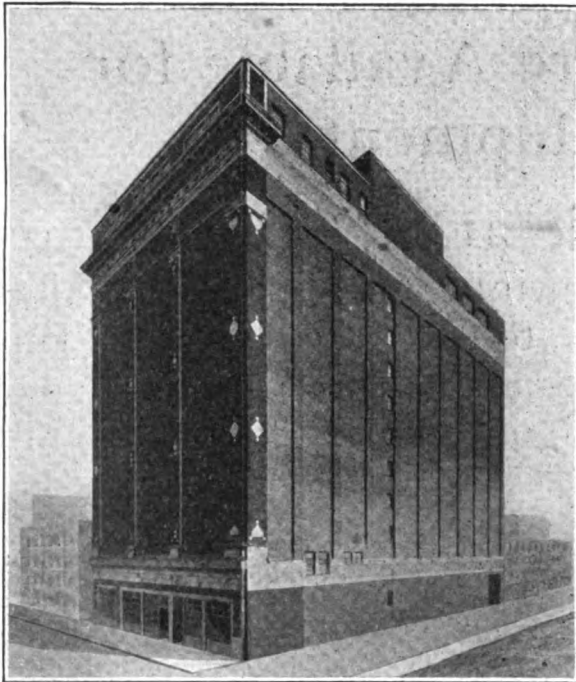
The results obtained from the widespread use of the Standard Six Pad Pack during the 1922 season speak for themselves.

We Are Ready to Serve You Promptly

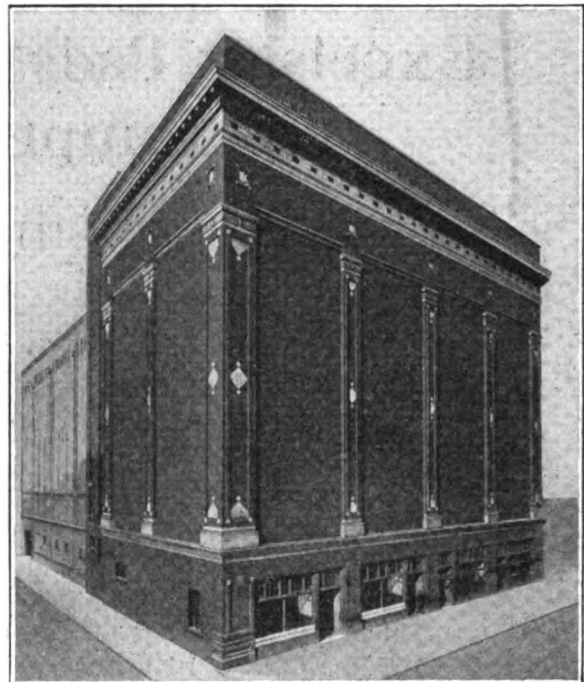
H. W. SELLE & COMPANY

1000 - 1020 North Halsted Street : CHICAGO, ILL.

Store Your Eggs Where They Are Consumed



Cold Storage Warehouse "E"



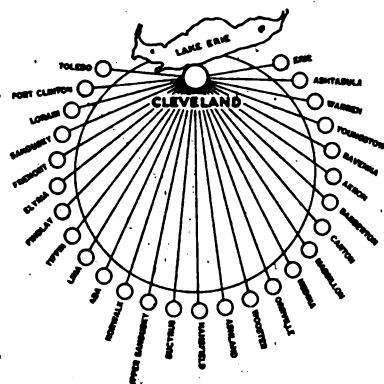
Cold Storage Warehouses "C & D"

CITIES WE SERVE

**We Serve Two Million
People.**

Cleveland is a Great Growing Market..

“Do Not Overlook It”



Our Facilities are the Best

We carry our freezers at
zero and below.

The Sheriff Street Market & Storage Co.

Homer McDaniel, Mgr.

CLEVELAND, OHIO

Capacity 5,000,000 Cubic Feet

A Cold Storage Warehouse**Where you obtain****Reasonable storage rates****Low insurance rates****Excellent railroad facilities****Centrally located****Prompt intelligent service**

Located in the heart of Chicago, on main line tracks of the Pennsylvania Railroad, through line connection for points East, South and Southwest.

2,000,000 cubic feet of Cold Storage
Satisfaction

CALUMET REFRIGERATING CO.
Chicago, Illinois

JOHN T. BRADY, Vice-Pres't and General Mgr.

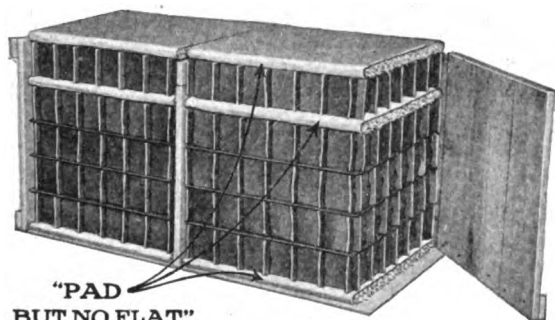
EXCELSIOR EGG CASE PADS

No Longer An Experiment

Improved Excelsior Egg Case Pads have now become as staple an article in egg packing as a set of new Standard Honeycomb Fillers or new Standard Egg Cases.

CARRIERS APPROVE

The railroad and express companies are now advocating a general use of Excelsior Pads, as their observations during the past season have convinced them that breakage can be practically eliminated through this method of packing.



PROPER USE

The results of the past season prove that when Pads are used, **six to the case**, as shown in above cut, breakage can be reduced to a minimum heretofore thought impossible. The saving of one egg covers the cost of the two additional pads under the top tiers and is the cheapest insurance against breakage you can buy.

IMPORTANT

The manufacturers' name and address should appear on each pad. All pads manufactured by us bear the following "trademark" and assure you of standard construction:

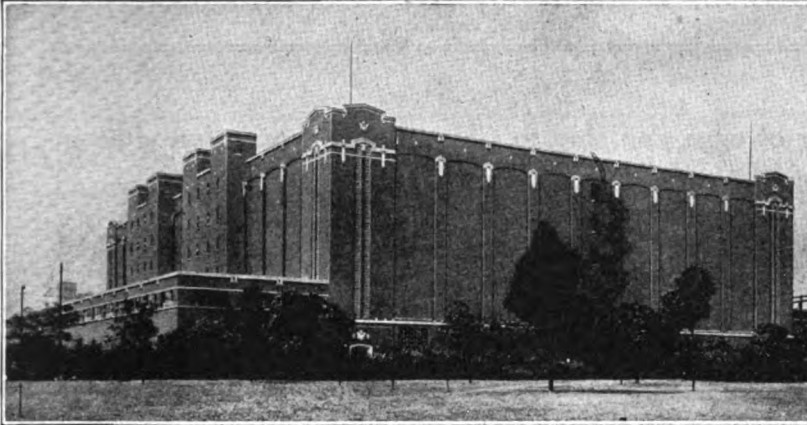


EXCELSIOR WRAPPER CO.

Grand Rapids, Mich.
Sheboygan, Wis.

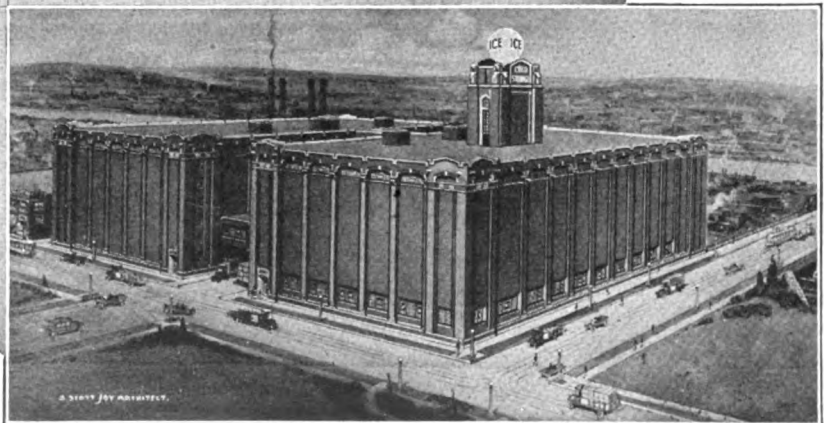
Manufacturers

Chicago Office:
224 W. Kinzie Street



UNITED STATES COLD STORAGE COMPANY
G. D. ALLMAN, Manager
2101-2129 Pershing Road, Chicago

Headquarters for Egg Storage



KANSAS CITY COLD STORAGE & WAREHOUSE CO.
E. M. DODDS, General Manager
500 E. Third Street, Kansas City, Mo.

HOW TO INSURE A PROFIT ON EVERY CAR OF EGGS

This is the first of a series of articles that will appear in the Bulletin on how to market your eggs and butter successfully.

Cut them out and file them for future consideration.

Every car of eggs you ship to Chicago or beyond should be insured by hedging.

As soon as you carlot shippers protect your egg shipments the same as the Elevator man protects his grain shipments, thousands and thousands of dollars will be saved each spring.

The Spring crop of Eggs is on the move. Every market is actively competing for its share of the wonderful quality obtainable only in the early Spring lay.

But with increased offerings markets become sensitive. Often heavy losses are unavoidable while cars are in transit to the far eastern markets. Selling prices in the distant markets may offer attractive inducements to you, but you are not sure those prices will hold until your shipments reach them.

The wary shipper asks himself—"Can I afford to take a chance?"

Of course he can if he has studied how to *hedge* his shipments on the Chicago Mercantile Exchange.

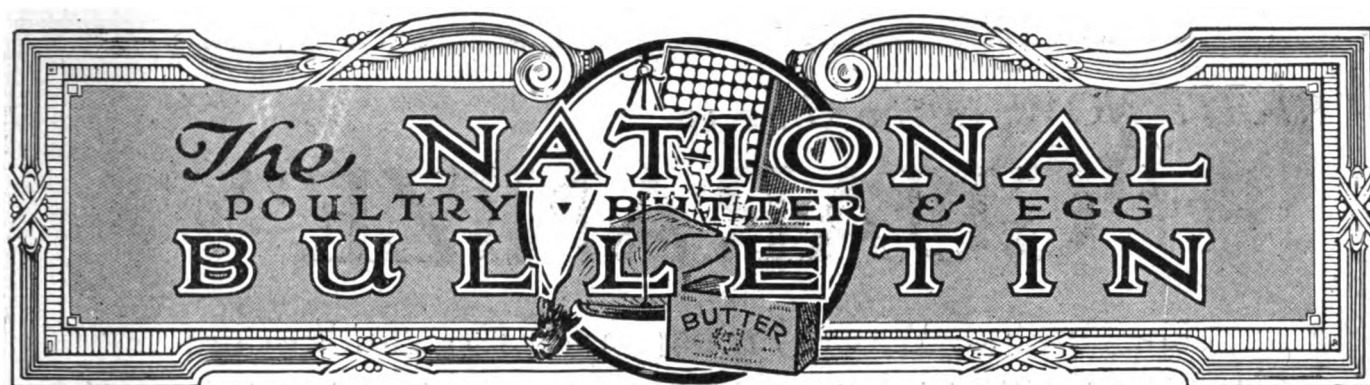
When each car is ready for shipment, wire your Broker to sell a car for future delivery. Then cease worrying about declining markets until your shipment arrives at its destination. As soon as sold or delivered, remove your hedge and enjoy the legitimate profit you are entitled to on each car shipped.

Study *hedging* your egg transactions.

Do what the biggest shippers in the country are doing successfully.

Start hedging the next car you have for shipment. You will never regret it.

Clearing House "Educational Bureau"
CHICAGO MERCANTILE EXCHANGE



Standard Egg Case Construction

Avoid Penalty Ratings by Properly Packing—Get a Guarantee on Standard Supplies

There is perhaps a greater supply of live poultry on the farms of the United States today than at any time during the past. If this may be taken as an indication of what the egg crop will be, there will be *some* crop to move. It should be the aim of every shipper to transport his eggs to destination at the lowest possible cost for transportation and with as little breakage as possible. To accomplish these ends, the first essential is proper packing in a *standard* case.

The standard case must conform to the following specifications:

Egg cases must be made of hardwood and the following construction requirements must be complied with: "Sides, top and bottom must be not less than $\frac{3}{8}$ inch in thickness; center partition must be not less than $\frac{1}{8}$ inch in thickness; end cleats must be not less than $1\frac{1}{4}$ by $\frac{3}{8}$ inch in thickness; *three penny fine, cement coated, large headed nails, eighteen on each side, twenty-one on bottom and eight on top* (four in each end except where dropcleat cover is used; three nails in each end will suffice); ends must be not less than $\frac{3}{8}$ inch in thickness and either of one piece, or two pieces cleated, but when two end pieces cleated are used two nails must be used in each end of each piece, nails clinched; panel ends may be used if made of $\frac{3}{8}$ inch material completely surrounded by $\frac{1}{2}$ by $1\frac{1}{4}$ inch cleats securely nailed with not less than six nails in each cleat, nails clinched; *center partition must be of not more than two pieces, and so placed when nailed that it will be squarely across the case, plumb and level with the top and bottom of the case, each compartment to be not less than $11\frac{3}{4}$ inches inside measurement*; sides, bottom and top must be of not more than two pieces each; staples may be used in lieu of nails if clinched on the inside."

After the case come the flats and fillers, the *standard* specifications for which are:

"All flat dividing boards and tray fillers must be of wood pulp-board or hard calendered strawboard weighing not less than $3\frac{1}{2}$ pounds to the set of ten trays and twelve dividing boards, one of which is to be used at bottom and top . . . of each compartment, all to be of sufficient size to fill the compartments to prevent shifting."

After this, loose excelsior used as follows is permitted:

"Cushions of loose excelsior evenly distributed to a thickness of $\frac{1}{2}$ inch at the bottom of compartment and of sufficient thickness on top to hold contents firmly in place."

Or, excelsior pads, measuring up to the following specifications may be used:

"Packing mats made of excelsior covered with paper, not less than $11\frac{1}{2}$ inches square, of uniform thickness and each weighing not less than three ounces; packing mats made of excelsior as described above may be used between fillers in addition to their use in top and bottom of case, and wherever used a flat dividing board will not be required."

In addition to the foregoing, the following may be used:

"Cupped trays must be of compressed pulp, weighing not less than $3\frac{1}{2}$ pounds for each thirty dozen set of 18 pairs of trays and four cushions, and must completely enclose the eggs on end between lower and upper trays, the eggs being packed on end from the bottom to the top of the egg case; inverted trays of twenty-five cup size must be used as cushions at top and bottom of each compartment."

In addition to the foregoing, certain so-called improved devices are on the market, each having its own friends. In this class the following have received favorable criticisms: The Cushion-Locked Pad, the Holed-Tite Pad and the Tite-Pack Filler.

Second-hand egg cases of standard construction "must be securely strapped with iron, wire or wooden straps on the sides and bottom at each end."

After the shipper has complied with the foregoing requirements he must, in order to obtain *standard* ratings certify on the face of the shipping order and bill of lading as follows:

"These eggs are packed in standard egg cases with standardized fillers in compliance with the requirements of the Consolidated Freight Classification."

Get a Guarantee

From the foregoing it is apparent that in the matter, particularly, of flats and fillers and pads, that the shipper get a guarantee from the manufacturer that the flats and fillers and pads comply in every detail with the specifications set out.

RIGHT NOW, is the time to

“GUARANIZE”

TRADE MARK

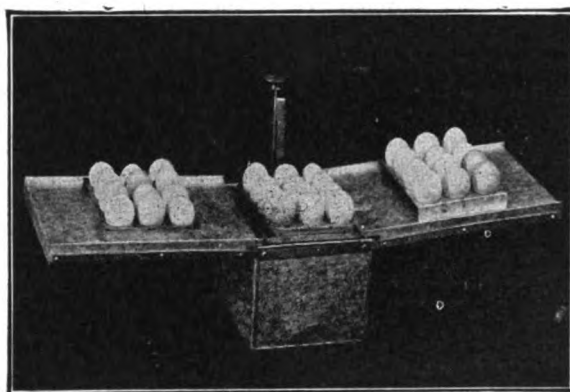
The One Safe Way to Prepare Your Eggs for Storage

History always repeats—last winter guaranized eggs brought a premium over all other processed eggs and storage stock. It will be the same this year, it will be the same every year, for guaranizing is the last word in egg preservation.

In order that every shipper of eggs be speedily certain that guaranizing excels, we have just produced a small guaranizing outfit, it will do the same work as the large one, and is just the outfit to start with this season. Try this on some summer eggs.

WRITE OR WIRE FOR YOUR GUARANIZING OUTFIT TODAY

Have ready for immediate shipment several large type Guaranzing Machines, Model 48C, capacity over 50 cases per hour; motor driven.



Type H-2—Capacity 4 cases per hour

Can ship at once machines of the 7B type, capacity over 100 cases per day; foot operated.

Write Our Nearest Office Today

Guaranty Egg Corporation

197 Market St., Newark, N. J.

Service Dept.
6 Harrison St.
New York City

Cold Storage
North Newark, N. J.

Laboratory
109-117 Sylvan Av.
Newark, N. J.

Mid-West Division
208 N. Wells St.
Chicago, Ill.

DISTRICT AGENTS

E. A. Curtis Co.
Petaluma, Calif.
W. E. Stoelting
543 W. 2nd St.
Louisville, Ky.

J. J. Hanley
R. F. D. No. 5
Tampa, Fla.

C. F. Lucas
Faribault, Minn.
B. E. Farr
Little Blvd.
Boston, Mass.

W. H. Kuhneman
26 Dill St. Auburn, N. Y.
Toledo Guaranzing Egg Co.
3144 Jesse St.
Toledo, Ohio.

FOREIGN OFFICES

Guaranizer, Limited
London, England.

Guaranty Egg Corp., Ltd.
Montreal, Canada.

W. C. Wolf
Shanghai, China.

J. R. Valle
Buenos Aires, S. A.

SELLING AGENTS “HOLD-TITE” FLATS, THEY PREVENT BREAKAGE.

Particular attention is drawn to the number of nails required in the construction of the standard egg case. Any failure to use nails as specified will subject the shipper to a penalty in the shape of higher ratings. Additional penalties as regards nails may fall upon the shipper who fails to use the proper number because cases improperly nailed will not grade on several of the prominent exchanges.

Not Recommended

Consolidated Classification permits use of cushions consisting of cork shavings, cut straw, corrugated straw-board and $\frac{3}{4}$ -inch fillers. These methods of cushioning, however, are not recommended and practically all prominent shippers have discontinued their use.

Loading—Owner's Risk

While eggs packed in accordance with the standard specifications above referred to, will move at standard ratings, yet under certain conditions they will move at Owner's Risk, because shippers must still comply with the carriers' "regulations prescribed for loading, bracing and buffing carload shipments of eggs." Consolidated Classification No. 3, commencing on Page 450 contains the prescribed regulations for loading, bracing and buffing and shippers who would relieve themselves of the Owner's Risk clauses must substantially comply with these rules and regulations.

Co-operation

During recent years, egg shippers have shown a wonderful willingness to co-operate with the carriers to avoid egg breakage, and much has been accomplished in this direction, and further co-operation on the part of shippers is urged because of the mutual benefits which will result. Heretofore the carriers have educated shippers by drawing attention to their shortcomings and if they will now take cognizance of their own shortcomings and apply needed reforms, coming seasons may be made mutually pleasant and profitable.

Standard Cars for Egg Loading

One of the needed reforms has to do with suitable cars in which to load and transport eggs. Eggs can no longer be looked upon as "freight of an unusual character," and being freight of a common and usual character, it is the duty of carriers to provide suitable vehicle in which to transport them.

Carriers should now commence to think seriously about *standard* cars for egg loading. It has been stated that the new A. R. T. cars are admirably adapted for this class of lading.

NOTICE TO DELINQUENT MEMBERS

Members who have not yet paid their dues for the current year should do so at once.

At a recent meeting of the Executive Committee of the National Poultry, Butter and Egg Association it was ordered that the names of all delinquent members should be stricken from the membership roster and that members so stricken would be required to pay all arrears before being taken back into membership.

Heretofore, members have dropped out one year, without resigning, and have then been permitted to come back the following year, without paying the arrears. By the order entered by the Executive Committee, this practice has been stopped. Members must now resign or pay up and resignations will not be accepted till all arrears are paid.

CO-OPERATIVE MARKETING BILL FOR ILLINOIS

The following is the text of a co-operative marketing measure introduced in the legislature of the State of Illinois on March 8:

CHAPTER I

A BILL: for an act authorizing the formation of non-profit, co-operative associations, with or without capital stock, for the purpose of encouraging the orderly marketing of agricultural products through co-operation; defining the various terms used therein enumerating the activities and powers of such an association; prescribing the rights and privileges of membership; providing for articles of incorporation; providing for by-laws and what they may contain; regulating issuance of membership certificates or stock and payment therefor; limiting personal liability of members for debts of association; providing for a marketing contract and prescribing remedies for breach of contract; limiting the use of the word "Co-operative" in names for producers' co-operative marketing activities; providing that associations heretofore organized may re-organize hereunder; providing for similar rights and remedies for co-operative associations organized under generally similar laws in other states; making it a misdemeanor to spread false reports about an association organized hereunder; making such offender liable to the association for a prescribed penalty therefor in a civil suit; providing liability to the association in a penal sum in certain cases for any person who knowingly solicits, persuades or permits any member of the association to breach his marketing contract; and authorizing an injunction against such person; providing that no such association shall be deemed a conspiracy or an illegal combination or monopoly; and providing that marketing contracts shall not be considered illegal; providing that if any section of this Act shall be declared unconstitutional, the remainder of the Act shall not be thereby affected; providing that the general corporation laws of this state shall apply to such associations, except where inconsistent with express provisions hereof; providing for annual license fees; providing fees for filing articles of incorporation and amendments thereto; providing that this Act may be hereafter indexed, and cited as "The Co-operative Marketing Act," and declaring an emergency to exist.

Section 1. Be it enacted by the People of the State of Illinois, represented in the General Assembly: **DECLARATION OF POLICY:** (a) In order to promote, foster and encourage the intelligent and orderly marketing of agricultural products through co-operation; and to eliminate speculation and waste; and to make the distribution of agricultural products between producer and consumer as direct as can be efficiently done; and to stabilize the marketing of agricultural products; and to provide for the organization and incorporation of co-operative marketing associations for the marketing of such products, this Act is passed.

Section 2. **DEFINITIONS.** As used in this Act:

(a) The term "agricultural products" shall include horticultural, viticultural, forestry, dairy, livestock, poultry, bee and any farm products.

(b) The term "member" shall include actual members of associations without capital stock and holders of common stock in associations organized with capital stock.

(c) The term "association" means any corporation organized under this Act; and

(d) The term "person" shall include individuals, firms, partnerships, corporations and associations.

Associations organized hereunder shall be deemed "non-profit," inasmuch as they are not organized to make profit for themselves, as such, or for their members, as such, but only for their members as producers.

(e) For the purposes of brevity and convenience this Act may be indexed, referred to and cited as "The Co-operative Marketing Act."

Section 3. **WHO MAY ORGANIZE:** Eleven (11) or more persons, a majority of whom are residents of this State, engaged in the productions of agricultural products, may form a non-profit, co-operative association, with or without capital stock, under the provisions of this Act.

Section 4. **PURPOSES:** An association may be organized to engage in any activity in connection with the marketing or selling of the agricultural products of its members, or with the harvesting, preserving, drying, processing, canning, packing, grading, storing, handling, shipping or utilization thereof, or the manufacturing or marketing of the by-products thereof; or in connection with the manufacturing, selling or supplying to its members of machinery, equipment or supplies; or in the financing of the above enumerated activities; or in any one or more of the activities specified herein.

Section 5. PRELIMINARY INVESTIGATION: Every group of persons contemplating the organization of an association under this Act is urged to communicate with the Director of Agriculture, who will inform them whatever a survey of the marketing conditions affecting the commodities proposed to be handled may indicate regarding probable success.

It is here recognized that agriculture is characterized by individual production in contrast to the group or factory system that characterizes other forms of industrial production; and that the ordinary form of co-operative organization permits industrial groups to combine for the purpose of group production and the ensuing group marketing and that the public has an interest in permitting farmers to bring their industry to the high degree of efficiency and merchandising skill evidenced in the manufacturing industries; and that the public interest urgently needs to prevent the migration from the farm to the city in order to keep up farm production and to preserve the agricultural supply of the nation; and that the public interest demands that the farmer be encouraged to attain a superior and more direct system of marketing in the substitution of merchandising for the blind, unscientific and speculative selling of crops; and that for this purpose, the farmers should secure special guidance and instructive data from the Director of Agriculture.

Section 6. POWERS: Each association incorporated under this Act shall have the following powers:

(a) To engage in any activity in connection with the marketing, selling, preserving, harvesting, drying, processing, manufacturing, canning, packing, grading, storing, handling or utilization of any agricultural products produced or delivered to it by its members or the manufacturing or marketing of the by-products thereof; or any activities in connection with the purchase, hiring or use by its members of supplies, machinery or equipment; or in the financing of any such activities; or in any one or more of the activities specified in this section.

Any such association may limit its activities to the handling of the marketing products of its own members only, except for storage. If it handles the products of non-members, such non-members' products handled in any fiscal year must not exceed the total of similar products handled by the Association for its own members during the same period.

(b) To borrow money without limitation as to amount of corporate indebtedness or liability; and to make advance payments and advances to members.

(c) To act as the agent or representative of any member or members in any of the above mentioned activities.

(d) To purchase or otherwise acquire; and to hold, own and exercise all rights of ownership in; and to sell, transfer or pledge, or guarantee the payment of dividends or interest on, or the retirement or redemption of, shares of capital stock or bonds of any corporation or association engaged in any directly related activity or in the warehousing or handling or marketing of any of the products handled by the association.

(e) To establish reserves and to invest the funds thereof in bonds or in such other property as may be provided in the by-laws.

(f) To buy, hold and exercise all privileges of ownership, over such real or personal property as may be necessary or convenient for the conduct and operation of any of the business of the association, or incidental thereto.

(g) To establish, secure, own and develop patents, trademarks and copyrights.

(h) To do each and everything necessary, suitable or proper for the accomplishment of any one of the purposes or the attainment of any one or more of the subjects herein enumerated; or conducive to or expedient for the interest or benefit of the association; and to contract accordingly; and in addition to exercise and possess all powers, rights and privileges necessary or incidental to the purposes for which the association is organized or to the activities in which it is engaged; and in addition, any other rights, powers and privileges granted by the laws of this State to ordinary corporations, except such as are inconsistent with the express provisions of this Act; and to do any such thing anywhere.

Section 7. MEMBERS: (a) Under the terms and conditions prescribed in the by-laws adopted by it, an association may admit as members (or issue common stock to), only co-operative marketing association or persons engaged in the production of the agricultural products to be handled by or through the association, including the lessees and tenants of land used for the production of such products and any lessors and landlords who receive as rent all or any part of the crop raised on the leased premises.

(b) If a member of a non-stock association be other than a natural person, such members may be represented by any individual, association, officer or manager or member thereof, duly authorized in writing.

(c) One association organized hereunder may become a member or stockholder of any other association or associations organized hereunder.

Section 8. ARTICLES OF INCORPORATION: Each association formed under this Act must prepare and file articles of incorporation, setting forth:

(a) The name of the association.

(b) The purposes for which it is formed.

(c) The place where its principal business will be transacted.

(d) The term for which it is to exist, not exceeding fifty (50) years.

(e) The number of directors thereof, which must be not less than five (5) and may be any number in excess thereof; the term of office of such directors; and the names and addresses of those who are to serve as incorporating directors for the first term, and or until the election and qualification of their successors.

(f) If organized without capital stock, whether the property rights and interest of each member shall be equal or unequal; and if unequal, the general rule or rules applicable to all members by which the property rights and interests, respectively, of each member may and shall be determined and fixed; and provision for the admission of new members who shall be entitled to share in the property of the association with the old members, in accordance with such general rule or rules. The provision or paragraph of the articles of incorporation shall not be altered, amended, or repealed except by the written consent or vote of three-fourths of the members.

(g) If organized with capital stock, the amount of such stock and the number of shares into which it is divided and the par value thereof.

The capital stock may be divided into preferred and common stock. If so divided, the articles of incorporation must contain a statement of the number of shares of stock to which preference is granted and the number of shares to which no preference is granted, and the nature and definite extent of the preference and privileges granted to each.

The articles must be subscribed by the incorporators and acknowledged by one of them before an officer authorized by the law of this State to take and certify acknowledgments of deeds and conveyances; and shall be filed in accordance with the provisions of the general corporation law of this State; and when so filed the said articles of incorporation, or certified copies thereof, shall be received in all the courts of this State and other places as prima facie evidence of the facts contained therein and of the due incorporation of such association. A certified copy of the articles of incorporation shall also be filed with the Director of Agriculture of Illinois.

Section 9. AMENDMENTS TO ARTICLES OF INCORPORATION: The articles of incorporation may be altered or amended at any regular meeting or any special meeting called for that purpose. An amendment must first be approved by two-thirds of the directors and then adopted by a vote representing a majority of all the members of the association. Amendments to the articles of incorporation, when so adopted, shall be filed in accordance with the provisions of the general corporation law of this State.

Section 10. BY-LAWS: Each association incorporated under this Act must, within thirty (30) days after its incorporation, adopt for its government and management, a code of by-laws, not inconsistent with the powers granted by this Act. A majority vote of the members or stockholders, or their written assent, is necessary to adopt such by-laws. By-laws shall also provide that the by-laws may be amended; and shall provide the voting power by which amendments may be made. Each association, under its by-laws, may provide for any or all of following matters:

(a) The time, place and manner of calling and conducting its meetings.

(b) The number of stockholders or members constituting a quorum.

(c) The right of members or stockholders to vote by proxy or by mail or both; and the conditions, manner, form, and effects of such votes.

(d) The number of directors constituting a quorum.

(e) The qualifications, compensation and duties and term of office of directors and officers; time of their election and the mode and manner of giving notice thereof.

(f) Penalties for violation of the by-laws.

(g) The amount of entrance, organization and membership fees, if any; the manner and method of collection of the same; and the purposes for which they may be used.

(h) The amount from which each member or stockholder shall be required to pay annually or from time to time, if at all, to carry on the business of the association; the charge, if any, to be paid by each member or stockholder for services

rendered by the association to him and the time of payment and the manner of collection; and the marketing contract between the association and its members or stockholders which every member or stockholder may be required to sign.

(i) The number and qualification of members or stockholders of the association and the conditions precedent to membership or ownership of common stock; the method, time and manner of permitting members to withdraw or the holders of common stock to transfer their stock; the manner of assignment and transfer of the interest of members and of the shares of common stock; the conditions upon which and time when membership of any member shall cease; the automatic suspension of the rights of a member when he ceases to be eligible to membership in the association; and the mode, manner and effect of the expulsion of a member; the manner of determining the value of a member's interest and provision for its purchase by the association upon the death or withdrawal of a member or stockholder, or upon the expulsion of a member or forfeiture of his membership, or, at the option of the association, the purchase at a price fixed by conclusive appraisal by the board of directors. In case of the withdrawal or expulsion of a member, the board of directors shall equitably and conclusively appraise his property interests in the association and shall fix the amount thereof in money, which shall be paid to him within one year after such expulsion or withdrawal.

Sec. 11. GENERAL AND SPECIAL MEETINGS—HOW CALLED. In the by-laws, each association shall provide for one or more regular meetings annually. The board of directors shall have the right to call a special meeting at any time; and ten per cent of the members or stockholders may file a petition stating the specific business to be brought before the association and demand a special meeting at any time. Such meeting must thereupon be called by the directors. Notice of all meetings, together with a statement of the purposes thereof, shall be mailed to each member at least ten days prior to the meeting; provided, however, that the by-laws may require instead that such notice may be given by publication in a newspaper of general circulation, published at the principal place of business of the association.

Sec. 12. DIRECTORS—ELECTION: The affairs of the association shall be managed by a board of not less than five directors, elected by the members or stockholders from their own number. The by-laws may provide that the territory in which the association has members shall be divided into districts and that the directors shall be elected according to such districts, either directly or by district delegates elected by the members in that district. In such case the by-laws shall specify the number of directors to be elected by each district, the manner and method of reapportioning the directors and of redistricting the territory covered by the association. The by-laws may provide that primary elections shall be held in each district to elect the directors apportioned to such districts and that the result of all such primary elections may be ratified by the next regular meeting of the association or may be considered final as to the association. The by-laws may provide that one or more directors may be appointed by any public official or commission or by the other directors elected by the members or their delegates. Such directors shall represent primarily the interest of the general public in such associations. The directors so appointed need not be members or stockholders of the association; but shall have the same powers and rights as other directors. Such directors shall not number more than one-fifth of the entire number of directors.

An association may provide a fair remuneration for the time actually spent by its officers and directors in its service and for the service of the members of its executive committee. No director, during the term of his office, shall be a party to a contract for profit with the association differing in any way from the business relations accorded regular members or holders of common stock of the association or others, or differing from terms generally current in the district.

The by-laws may provide that no director shall occupy any position in the association, except the President and Secretary on regular salary or substantially full time pay.

The by-laws may provide for an executive committee and may allot to such committee all the functions and powers of the board of directors, subject to the general direction and control of the board.

When a vacancy on the board of directors occurs other than by expiration of term, the remaining members of the board, by a majority vote, shall fill the vacancy, unless the by-laws provide for an election of directors by district. In such a case the board of directors shall immediately call a special meeting of the members or stockholders in that district to fill the vacancy.

Sec. 13. ELECTION OF OFFICERS: The directors shall elect from their number a president and one or more vice presidents. They shall also elect a secretary and a treasurer, who need not be directors or members of the association; and they may combine the two latter offices and designate the combined office as secretary-treasurer; or unite both functions and titles in one person. The treasurer may be a bank or any depository and as such, shall not be considered as an officer, but as a function, of the board of directors. In such case, the secretary shall perform the usual accounting duties of the treasurer, excepting that the funds shall be deposited only as and where authorized by the board of directors.

Sec. 14. OFFICERS, EMPLOYEES AND AGENTS TO BE BONDED: Every officer, employee and agent, handling funds or negotiable instruments or property of or for any association created hereunder shall be required to execute and deliver adequate bonds for the faithful performance of his duties and obligations.

Sec. 15. STOCK—MEMBERSHIP CERTIFICATE—WHEN ISSUED—VOTING—LIABILITY—LIMITATIONS ON TRANSFER AND OWNERSHIP: When a member of an association established without capital stock has paid his membership fee in full, he shall receive a certificate of membership.

No association shall issue stock to a member until it has been fully paid for. The promissory notes of the members may be accepted by the association as full or partial payment. The association shall hold the stock as security for the payment of the note; but such retention as security shall not affect the member's right to vote.

No member shall be liable for the debts of the association to an amount exceeding the sum remaining unpaid on his membership fee or his subscription to the capital stock, including any unpaid balance on any promissory notes given in payment thereof.

No stockholder of a co-operative association shall own more than one-twentieth ($1/20$) of the common stock of the association; and an association, in its by-laws may limit the amount of common stock which one member may own to any amount less than one-twentieth ($1/20$) of the common stock. The association shall limit its dividends on stock to any amount not greater than 8 per cent per annum; and all other net income, less specified reserves not in excess of 2 per cent per year, shall be distributed back to its members only on the basis of percentage. Any receipts or dividends from subsidiary corporations or from stock or other securities owned by the association, shall be included in the ordinary receipts of the association, and shall be distributed accordingly.

No member in any association without capital stock shall be entitled to more than one vote.

Any association organized with stock under this Act may issue preferred stock, with or without the right to vote. Such stock may be sold to any person, member or non-member, and may be redeemable or retireable by the association on such terms and conditions as may be provided for by the articles of incorporation and printed on the face of the certificate. The by-laws shall prohibit the transfer of the common stock of the association to persons not engaged in the production of the agricultural products handled by the association; and such restrictions must be printed upon every certificate of stock subject thereto.

The association may, at any time, as specified in the by-laws, except when the debts of the association exceed fifty (50) per cent of the assets thereof, buy in or purchase its common stock at the book value thereof, as conclusively determined by the board of directors, and pay for it in cash within one (1) year thereafter.

Sec. 16. REMOVAL OF OFFICER OR DIRECTOR: Any member may bring charges against an officer or director by filing them in writing with the secretary of the association, together with a petition signed by five per cent of the members, requesting the removal of the officer or director in question. The removal shall be voted upon at the next regular or special meeting of the association, and by a vote of a majority of the members, the association may remove the officer or director and fill the vacancy. The director or officer, against whom such charges have been brought shall be informed in writing of the charges previous to the meeting and shall have an opportunity at the meeting to be heard in person or by counsel and to present witnesses; and the person or persons bringing the charges against him shall have the same opportunity.

In case the by-laws provide for election of directors by districts with primary elections in each district, then the petition for removal of a director must be signed by twenty per cent of the members residing in the district from which he was elected. The board of directors must call a special meeting of the members residing in that district to consider the removal

of the directors; and by a vote of the majority of the members of that district, the director in question shall be removed from office.

Sec. 17. REFERENDUM: Upon demand of one-third of the entire board of directors, made immediately and so recorded at the same meeting at which the original motion was passed, any matter of policy that has been approved or passed by the board must be referred to the entire membership or the stockholders for decision at the next special or regular meeting; and a special meeting may be called for the purpose.

Sec. 18. MARKETING CONTRACT: The association and its members may make and execute marketing contracts, requiring the members to sell, for any period of time, not over ten years, all or any specified part of their agricultural products or specified commodities exclusively to or through the association, or any facilities to be created by the association. If they contract a sale to the association, it shall be conclusively held that title to the products passes absolutely and unreservedly, except for recorded liens, to the association upon delivery; or at any other specified time if expressly and definitely agreed in the said contract. The contract may provide, among other things, that the association may sell or re-sell the products delivered by its members, with or without taking title thereto; and pay over to its members the re-sale price, after deducting all necessary selling, overhead and other costs and expenses, including interest or dividends on stock, not exceeding eight (8) per cent per annum, and reserves for retiring the stock, if any; and other proper reserves; and any other deductions.

Sec. 19. REMEDIES FOR BREACH OF CONTRACT: (a) The by-laws or the marketing contract may fix, as liquidated damages, specific sums to be paid by the members or stockholders to the association upon the breach by him of any provision of the marketing contract regarding the sale or delivery or withholding of products; and may further provide that the member will pay all costs, premiums for bonds, expenses and fees, in case any action is brought upon the contract by the association; and any such provisions shall be valid and enforceable in the courts of this State and such clauses providing for liquidated damages shall be enforceable as such and shall not be regarded as penalties.

(b) In the event of any such breach or threatened breach of such marketing contract by a member, the association shall be entitled to an injunction to prevent the further breach of the contract and to a decree of specific performance thereof. Pending the adjudication of such an action and upon filing a verified complaint showing the breach or threatened breach, and upon filing a sufficient bond, the association shall be entitled to a temporary restraining order and preliminary injunction against the member.

Sec. 20. PURCHASING BUSINESS OF OTHER ASSOCIATIONS, PERSONS, FIRMS OR CORPORATIONS—PAYMENT—STOCK ISSUED: Whenever an association, organized hereunder with preferred capital stock, shall purchase the stock or any property, or any interest in any property of any person, firm or corporation or association, it may discharge the obligations so incurred, wholly or in part by exchanging for the acquired interest, shares of its preferred capital stock to an amount which at par value would equal the fair market value of the stock or interest so purchased, as determined by the board of directors. In that case the transfer to the association of the stock or interest purchased shall be equivalent to payment in cash for the shares of stock issued.

Sec. 21. ANNUAL REPORTS: Each association formed under this Act shall prepare and make out an annual report on forms to be furnished by the Director of Agriculture containing the name of the association; its principal place of business; and a general statement of its business operations during the fiscal year, showing the amount of capital stock paid up and the number of stockholders of a stock association or the number of members and amount of membership fees received, if a non-stock association; the total expenses of operations; the amount of its indebtedness or liability, and its balance sheets.

Sec. 22. CONFLICTING LAWS NOT TO APPLY: Any provisions of law which are in conflict with this Act shall be construed as not applying to the association herein provided for.

Any exemptions whatsoever under any and all existing laws applying to agricultural products in the possession or under the control of the individual producer, shall apply similarly and completely to such products delivered by its farmer members, in the possession or under the control of the association.

Sec. 23. LIMITATION OF THE USE OF TERM "CO-OPERATIVE": No person, firm, corporation or association, hereafter organized or hereafter applying to do business in

this State as a farmer's marketing association for the sale of farm products, shall be entitled to use the word "co-operative" as part of its corporate or other business name or title, unless it has complied with the provisions of this Act.

Sec. 24. INTEREST IN OTHER CORPORATIONS OR ASSOCIATIONS: An association may organize, form, operate, own, control, have an interest in, own stock of, or be a member of any other corporation or corporations, with or without capital stock, and engaged in preserving, drying, processing, canning, packing, storing, handling, shipping, utilizing, manufacturing, marketing or selling of the agricultural products handled by the association, or the by-products thereof.

If such corporations are warehousing corporations, they may issue legal warehouse receipts to the association against the commodities delivered by it, or to any other person and such legal warehouse receipts shall be considered as adequate collateral to the extent of the usual and current value of the commodity represented thereby. In case such warehouse is licensed or licensed and bonded under laws of this or any other State or the United States, its warehouse receipt delivered to the association on commodities of the association or its members, or delivered by the association or its members, shall not be challenged or discriminated against because of ownership or control, wholly or in part, by the association.

Sec. 25. CONTRACTS AND AGREEMENTS WITH OTHER ASSOCIATIONS: Any association may, upon resolution adopted by its board of directors, enter into all necessary and proper contracts and agreements and make all necessary and proper stipulations, agreements and contracts and arrangements with any other co-operative corporations, associations or associations, formed in this or in any other state, for the co-operative and more economical carrying on of its business or any part or parts thereof. Any two or more associations may, by agreement between them, unite in employing and using or may separately employ and use the same personnel, methods, means and agencies for carrying on and conducting their respective business.

Sec. 26. RIGHTS AND REMEDIES APPLY TO SIMILAR ASSOCIATIONS OF OTHER STATES: Any corporation or association heretofore or hereafter organized under generally similar laws of another state shall be allowed to carry on any proper activities, operations and functions in this State upon compliance with the general regulations applicable to foreign corporations desiring to do business in this State and all contracts which could be made by any association incorporated hereunder, made by or with such associations shall be legal and valid and enforceable in this State with all of the remedies set forth in this Act.

Sec. 27. ASSOCIATIONS HERETOFORE ORGANIZED MAY ADOPT THE PROVISIONS OF THIS ACT: Any corporation or association, organized under previously existing statutes, may, by a majority vote of its stockholders or members, be brought under the provisions of this Act by limiting its membership and adopting the other restrictions as provided herein. It shall make out in duplicate a statement signed and sworn to by its directors to the effect that the corporation or association has, by a majority vote of the stockholders or members, decided to accept the benefits and be bound by the provisions of this Act and has authorized all changes accordingly. Articles of incorporation shall be filed as required in Section 8, except that they shall be signed by the members of the then board of directors. The filing fee shall be the same as for filing an amendment to articles of incorporation.

(a) Where any association may be incorporated under this Act, all contracts heretofore made by or on behalf of same by the promoters thereof in anticipation of such associations becoming incorporated under the laws of this State, whether such contracts be made by or in the name of some corporation organized elsewhere, and when same would have been valid if entered into subsequent to the passage of this act, are hereby validated as if made after the passage of this Act.

Sec. 28. MISDEMEANOR TO SPREAD FALSE REPORTS ABOUT THE FINANCES OR MANAGEMENT THEREOF: Any person who maliciously and knowingly spreads false reports about the finances or management or activity of an association organized hereunder or organized under a similar statute of another State with similar restrictions, and operating in this State under due authority shall be guilty of a misdemeanor and be subject to a fine of not less than one hundred (\$100) dollars and not more than one thousand (\$1,000) dollars for each such offense; and shall be liable to the association aggrieved in a civil suit in the penal sum of five hundred (\$500) dollars for each such offense.

Sec. 29. LIABILITY FOR DAMAGES FOR ENCOURAGING OR PERMITTING DELIVERY OF PRODUCTS IN VIOLATION OF MARKETING AGREEMENTS: Any

person, firm, or corporation who solicits or persuades or permits any member of any association organized hereunder to breach his marketing contract with the associations by accepting or receiving such member's products for sale or for auction or for display for sale, contrary to the terms of any marketing agreement of which said person or any active officer or manager of the said corporation has knowledge or notice, shall be liable to the association aggrieved in a civil suit in the penal sum of five hundred (\$500) dollars for each such offense; and such association shall be entitled to an injunction against such person, firm or corporation to prevent further breaches and a multiplicity of actions thereon. In addition, said person, firm or corporation shall pay to the association a reasonable attorney's fee and all costs involved in any such litigation or proceedings at law.

Sec. 30. ASSOCIATIONS ARE NOT IN RESTRAINT OF TRADE: No association organized hereunder and complying with the terms hereof shall be deemed to be a conspiracy or a combination in restraint of trade or an illegal monopoly; or an attempt to lessen competition or to fix prices arbitrarily, nor shall the marketing contracts and agreements between the association and its members or any agreements authorized in this Act be considered illegal as such or in unlawful restraint of trade or as part of a conspiracy or combination to accomplish an improper or illegal purpose.

Sec. 31. CONSTITUTIONALITY: If any section of this Act shall be declared unconstitutional for any reason, the remainder of this Act shall not be affected thereby.

Sec. 32. APPLICATION OF GENERAL CORPORATION LAWS: The provisions of the general corporation laws of this State and all powers and rights thereunder, shall apply to the associations organized hereunder, except where such provisions are in conflict with or inconsistent with the express provisions of this Act.

Sec. 33. ANNUAL LICENSES FEES: Each association organized hereunder shall pay an annual fee of ten (\$10) dollars only, in lieu of all franchise or license or corporation or other taxes, or taxes or charges upon reserves held by it for members.

Sec. 34. FILING FEES: For filing Articles of Incorporation, an Association organized hereunder shall pay ten (\$10) dollars; and for filing an amendment to the Articles, two and 50-100 (\$2.50) dollars.

DAIRY PRODUCTS VALUES DROPPED LAST YEAR

Dairy products in 1922, at farm prices, had a gross value of \$2,090,455,000, according to estimates by the United States Department of Agriculture. The value of dairy products in 1921 was placed at \$2,352,000,000, and in 1920, the top year in values, at \$3,018,000,000.

Whole-milk sales from farms and consumption on farms comprised 65 per cent of the total value of all dairy products in 1922, and are given a value of \$1,357,000,000. In 1921 the value of such whole milk was placed at \$1,567,000,000, and in 1920 at \$1,911,000,000.

Farm-made butter had a value of \$220,000,000 in 1922, compared with \$242,000,000 in 1921 and with \$366,000,000 in 1920.

The 1922 value of cheese made, cream sold, butter fat sold, buttermilk, whey, and skim milk, is placed at \$513,018,000, compared with \$542,817,000 in 1921 and with \$740,736,000 in 1920.

The farm price of whole milk was 19.09 cents per gallon in 1922, compared with 22.19 cents in 1921, and with 30.10 in 1920. The farm price of butter was 35.23 cents in 1922, compared with 37.16 cents in 1921, and with 54.25 cents in 1920.

ANNOUNCEMENT

The Williams Produce Company, carlot shippers of poultry and eggs, located at Fergus Falls, Minnesota, and Fargo, North Dakota, has sold its buildings and all equipment to the De Soto Creamery and Produce Company. In addition, all of the equipment at Minneapolis.

Mr. Williams expects to take his family on an extended automobile trip though the West and possibly to the Pacific coast.

MARKETING ACT UNCONSTITUTIONAL

Indiana Governor Fears Act Will Injure Those It Should Help

Governor McCray, of Indiana, applied the "pocket" veto to the co-operative marketing measure passed at the last session of the Indiana Legislature, and explained his attitude on the subject in the following statement:

"In not receiving Senate Enrolled Act No. 325 my action is based on the following reasons, which have been reached after most careful and serious deliberation:

"First of all, I wish to say that my sympathies are all with the farmers. I am a farmer and realize fully what they have gone through the last three years. I realize how they have worked and struggled without adequate compensation for their toil. I know how values have decreased until, in many instances, the accumulations of a lifetime have been threatened.

"I am fully aware of the reduced prices for farm products and the inability of farmers to meet the necessary operating expenses and to pay off notes and mortgages. Indiana farmers have suffered as a result of the unusual conditions existing the last three years. If our farmers are to meet their obligations and the needs for food of the people of this country and Europe, conditions must be improved and the income to the farmers materially increased.

Time for Wise Counsel

"I fully appreciate their desire to do something to improve their economic condition. However, this is a time for wise counsel, and only safe and sane measures should be adopted.

"The prosperity of Indiana agriculture is dependent upon broad and unrestricted markets—the law of supply and demand must surely and ultimately prevail. Everything possible must be done to eliminate factors which interfere with free exchange and the ready movement of agricultural products to the ultimate consumer.

"I am heartily in favor of co-operative marketing when properly safeguarded, and have availed myself of opportunities afforded along this line. Indiana farmers, I am sure, are not demanding or desiring any legislation which will give them any undue advantage over their fellow men. Our agriculture is too intimately tied with that of all community interests and industry to attempt at this time to isolate the farmers from other business men or to interfere with free and unrestricted exchange of products.

No Limit to Debts

"I quote from certain sections of the law which I believe to be the most important and therefore have received the most careful investigation and consideration:

"Sec. 3 provides that such organizations may be formed either with or without capital stock, and if with capital stock it may be divided into preferred and common, the same as other industrial corporations. This section also allows a wide latitude in fixing the liability of the incorporators or other members or stockholders for the debts of the association, and permits such liability in excess of the stock subscriptions or membership obligations, and any provisions put in the articles prescribing such liability become binding on all persons dealing with the association.

"According to the foregoing section, there is no limit to the amount of debts which the organization may incur for the payment of which the marketing members will be liable.

"Sec. 4 provides, amongst other things, that the association may borrow money without limitation as to the amount of corporate indebtedness.

Deductions from Price

"Sec. 7 provides that the association may determine the amount which each member or stockholder should be required to pay annually, or from time to time, to carry on the business of the association, the charge, if any, to be paid by each member or stockholder for services rendered by the association, and the time and manner of payment.

"Sec. 8 provides that contracts may be entered into with members for the sale or disposal of their products, and that such association may deduct from the price received for the products sold all costs of overhead expenses incident to the business, including interest or dividends on stock not exceeding 8 per cent per annum, and reserves for retiring the stock, if any, and other proper reserves, or any other deductions.

"Sec. 9 provides that such associations may enter into contracts for the marketing of a product, and fix liquidated damages for the breach of any such contract, and provides that the member so breaking the contract shall pay all costs, expenses and attorney fees incurred in any litigation.

Injunction Provision

"This section also provides for the bringing of an action for injunction against a member, and the granting of an injunction to prevent a member from violating any marketing contract.

"It also is further provided that it shall be conclusively presumed that the landlord or lessor is able to and does control the delivery of products produced on his or her land by tenants or others after the date of any contract entered into with the association.

"In Sec. 10 it is provided that any effort to induce any member or stockholder of any such association to break his or her contract shall constitute a misdemeanor, and such offender is to be subjected to a fine of not less than \$100 nor more than \$1,000 and exposed to a civil action for damages in favor of the association for the amount of \$500 for each offense.

Liabie for Soliciting

"In Sec. 11 it is provided that if any person, firm or corporation who solicits or persuades or permits any member of any association to breach his marketing contract with the association by accepting or receiving such member's products for sale or for auction or for display for sale, contrary to the marketing contract of such member, he, she or it shall be liable to the association in a civil suit in the penal sum of \$500, with attorneys' fees, in addition to which the association shall be entitled to an injunction against such person, firm or corporation to prevent further breaches, etc.

"Under this provision it would be impossible for a farmer or other person to legally buy from a member of a marketing association any product that might in turn be offered for re-sale.

Contract-Breaking Clause

"Both State and Federal constitutions contain guaranties of the right to life, liberty and the pursuit of happiness, and against imprisonment for debt except in the case of fraud.

"The mere breaking of an ordinary contract is not a fraud, and to undertake to penalize it with fine and imprisonment would, in my opinion, be violative of the constitutional provisions above alluded to against imprisonment for debt.

"The right to enter into contractual relation is, in my opinion, one of the inalienable rights incident to the liberty and pursuit of happiness, and to penalize even an offer by a non-member to purchase products from a member, in my opinion, is contrary to the other constitutional guaranties above alluded to.

Suggests New Bill

"While I sympathize deeply with the interests which are intended to be helped by the proposed enactment, I can not put aside the fear that this enactment will not be helpful and may afford the means of actually imposing on those intended to be helped.

"Again, I repeat that I am in favor of the principle involved in co-operative marketing. I am perfectly willing to co-operate with the Farm Bureau Federation by joining with them in the appointment of a committee to work out a bill eliminating the objectionable features of this bill and present it for the consideration of the next Legislature."

PERSONAL MENTION

Ray Elster, who had been associated with A. F. Thibodeau & Co. at Chicago for the past few years severed his connections with that firm the early part of March. The Chicago office is now in charge of Fred Sage, who has been with the firm since they began to operate on this market.

Up to the present, Mr. Elster has not disclosed his plans for the future.

Coyne Bros. have announced the appointment of Mr. Olaf Norum to take the place of Daniel J. Coyne, Jr., who had recently resigned from that firm.

Mr. Norum has had considerable experience in the produce field, having been a member of Coyne Bros. for the past nine years and is well known throughout the produce trade.

Harold L. Brown, of New York, spent a few days on the Chicago market the latter part of March, watching the butter and egg trend.

Members of the trade who spent a few weeks at Hot Springs are Theodore Aaron, Clarence Cromer and wife, of Chicago, and Arthur Hanford, of Sioux City, Iowa.

CHICKEN AND EGG VALUES LOWER LAST YEAR

The combined farm value of chickens raised and eggs produced in 1922 is estimated at \$854,207,000, by the United States Department of Agriculture. The value in 1921 was \$900,820,000.

About 543,000,000 chickens were raised on farms in 1922, with a farm value of \$354,199,000, as compared with 510,000,000 chickens raised in 1921 valued at \$362,253,000. Egg production totaled 1,962,356,000 dozen eggs of a value of \$500,008,000, as compared with 1,837,486,000 dozen eggs with a value of \$538,567,000 in 1921.

Of the chicken eggs produced in 1922, large quantities were consumed in industries in the manufacture of other than food products, and about 113,000,000 dozen were used to produce chickens, the department says.

The average farm price of chickens raised in 1922 was 65c per fowl, compared with 71 cents in 1921, and with 86½c in 1920. The average farm price of chicken eggs was 25.5 cents a dozen in 1922, compared with 29.3 cents per dozen in 1921 and with 44.4 cents in 1920.

It is estimated that there were 412,000,000 chickens on farms January 1, 1922, a time of year when the number of chicks is low. There were 386,000,000 chickens on farms January 1, 1921 and on January 1, 1920, there were 360,000,000, according to census figures.

PENNSYLVANIA WILL ENFORCE FILLED MILK ACT

With Governor Pinchot giving official sanction to the Jones Filled Milk Bill late this week, a warning has been issued by Secretary Frank P. Willits, of the State Department of Agriculture, that the manufacture, sale and exchange of all filled milks, as defined in the new legislation, must cease before May 20, when the law becomes effective.

Retailers and wholesalers of filled milks are given ninety days in which to remove all such products from the market and to clean them from the shelves. After that time, State food agents will make an inspection of the stores and the establishments previously offering these milk products for sale, and arrest will be made if the law has not been complied with.

By the terms of the bill approved by the Governor, it is declared unlawful "to manufacture, sell or exchange any milk, cream or skim-milk . . . with which has been added, blended or compounded any fats or oils other than milk fats, either under the name of said products or articles or the derivatives thereof, or if labelled under any fictitious, coined or trade names." The use of chocolate as a flavor is not prohibited.

The final passage of the bill is largely due to the active fight waged by the Interstate Milk Producers Association, the Dairymen's Co-operative Sales Company, of Pittsburgh, the Dairymen's League Co-operative Association, the Pennsylvania State Grange and other farmers' organizations. The bill was passed without a dissenting vote.

The new law is a companion measure to the Voight Filled Milk Law, enacted in the closing hours of Congress, and is similar to laws now in operation in New York, New Jersey, Ohio, Maryland, Wisconsin, Washington, California and other states. It will be instrumental in preventing fraud in the sale of a highly essential food product and will serve to protect the health of Pennsylvania's milk-consuming public.

The Farmers' Elevator Movement

By Charles Adkins

Former Superintendent Division of Foods and Dairies State of Illinois Department of Agriculture

Prior to 1901 the country grain market was in the grip of a monopoly which fixed the price of grain at the local stations. The price fixing was done through the organization of grain elevators known as the State Grain Dealers Association, but in which organization a few powerful concerns owning lines of country elevators completely dominated. This system perhaps was the most completely developed in Nebraska, which state was mapped and divided into thirteen districts, as a basis for price fixing. In Iowa the price fixing was done through the secretary of the State organization with headquarters at Des Moines. Anyone who started a grain business was forced to pay the so-called "regular" price or be driven out of business.

The individual buyer at a local station had very little to say about what he paid the farmer for grain at the local station. Especially was this true in Nebraska, Iowa and Illinois. A general feeling of dissatisfaction arose among the farmers as to the margin charged at the local station for handling the grain, but more especially were they dissatisfied with the line elevator monopoly. Many opinions were expressed as to the best method to meet this situation.

So long as the grain buyer at each station used his own judgment as to what he should pay, there was an element of competition in the business that worked out fairly satisfactory to the farmer, but the power of the so-called line house made him uneasy.

I presume such a situation in this day would be met by going to Congress or the State Legislature and get a law to regulate them. A bunch of government or state pay-rollers would have made a nice mess of the thing if that method had been resorted to. However, the farmers decided the better plan was to organize companies at the local station and handle their own grain and do away with what appeared to them a bad system. A stiff fight followed which lasted for some time. The farmers won out in their contention; their business is as eagerly sought as any individuals or corporations, and the threatened menace of the line elevator gone. I think it will always be necessary to maintain these organizations both for the good of the farmer and the grain trade as well. If a further step is taken by the farmer in grain marketing, if it succeeds, will be based on the local farmers elevator. Such a move will not succeed, in my judgment, until a sufficient number of companies are on a sound financial basis to support it.

The farmer has learned that if this concern stays in business, his company must make money and run it like any other business or his institution will not live. The grain trade has learned that it must do business with the farmer on a fair business basis or it cannot do business with him. Everyone appreciates that running a business with a hired man, it is a hard matter to get the same results you get with a man running his own business. Yet these institutions have done fairly well over a period of twenty years. The last figures I saw from anything worth quoting, stated that 56% of the grain arriving at Chicago comes from Farmers Elevators; 5½% of it comes from line elevators and the rest from other individual grain dealers and corporations. These figures are taken from a book recently written by Professor James E. Boyle, which figures show the object sought by the farm-

ers has been attained, mainly doing away with the influence of the line elevator.

When we started twenty years ago at Bement, Illinois, there were 17 Farmers Elevators in the State, now we have 560 companies carried in the directory, operating 625 elevators in this State. Our State Association gets out a directory every year.

The recent depressed times hit the Farmers Elevators Companies as well as everybody else. Our State Secretary tells me he made a survey last summer of 137 elevators. He would take a railroad line and call on each company on that line, inquire into their condition; he found 60% of them showed a surplus, 30% a deficit and about 10% even with the world. The annual meetings of various companies held since January 1, 1923, would indicate that about 90% of the farmers elevators made money last year. It would seem a fair per cent of them will be able to survive. This is the only movement among farmers that has lived twenty years and each succeeding year found it stronger than the year before.

The movement has been kept free from promoters. Our State secretaries never go into a community to promote an elevator company. When the local people feel that such an institution is needed, they send for the secretary or some other citizen who is familiar with the business to help them out by explaining to their people what such an institution means. We have always kept the movement out of politics which has been the death knell of most farm organizations in the past.

Many attempts in the past have been made to use this movement for the promotion of some other big co-operative scheme, which thus far we have been able to keep the Farmers Grain Dealers out of. At our third State convention, some promoters came with a big terminal market and export scheme which we paid no attention to. Next, a smooth fellow promoted the Independent Harvester Co., canvassed the Farmers' elevator folks, abused the International Harvester Co., got \$7,-500,000 out of the farmers' money and left the farmers holding the sack.

Next the United States Grain Corporation came along with a \$100,000,000 dream to market the farmers' grain, abused the Board of Trade, but the farmers who had been in the business of marketing grain for twenty years knew from a business standpoint, how impractical it was, and stayed off it, and they have about vanished in thin air and some farmers a little poorer but wiser from such experience.

Many co-operative packing companies have been organized; the promoters going out, abusing the packer, and getting the farmers' money—all have failed and the promoters and high salaried jobholders have the farmers' money.

Our live-stock exchanges and grain exchanges furnish us an open market for our live stock and grain every business day of the year, where they can sell for cash. Other farm commodities that are not marketed through exchanges have had a hard time of it. The tobacco grower used to have about one buyer call on him each year and if he did not sell, maybe he would not have another buyer for a year; the same was true of wool, citrus fruits, etc. The marketing situation got desperate with those fellows and the tobacco growers especially did some desperate things. I think it will be a bad day

PROMPTNESS

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CHICAGO**

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**Butter, Cheese
Eggs and
Poultry**

**110-112 Dock Street
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for the grain farmer when the politician steps in and takes hold of his grain exchanges and restricts his market through regulation by impractical men. We have had men doing business on grain exchanges who have been guilty of uncommercial conduct and have been expelled, and with any system big enough to merchandise the grain of this country, there will always be men doing wrong and the best any system as big as that can do, is to keep the evils down to a minimum, and if our farm organizations are worth a "pewter dollar" to the farmer, they can select committees to confer with our Grain Exchanges, Live Stock Exchanges, Packers and Transportation Companies, bring their grievances before them, and I think adjust them more satisfactorily to the farmer and the trade than any bunch of politicians will do. If we do not draw the line somewhere we will soon have more men on the payroll regulating our lives than we have tax payers to pay the bill.

The farmers who have been in the grain business for fifteen or twenty years have learned a few things about the grain business. We used to think if we could run a grain business at a local station for ten years successfully, all the farmers would automatically come into the one organization. We find in actual practice that is not true. Our Company at Bement has been in business twenty years January 1, 1923. The statement of our business ending December 31, 1922, shows in twenty years, we handled 8,442,948 bushels of grain and 59,798 tons of coal, besides salt, feed and seeds. In twenty years we paid our stockholders 129% in cash dividends, 150% in stock dividends and have a \$35,000 surplus, maintained a good grain market and a financial success. Yet another citizen has made a living out of the grain business during all of that time. Many other companies in Illinois that bought out their competitors, ran for a while, and private enterprise was encouraged by the farmers to come in and start a competitive business. That is what works out in actual practice extending over a period of twenty years. The keen competition at the country stations and at the terminal markets gets our grain handled for the smallest margin of any other commodity the farmers produce. When the grain gets out of the dealers' hands into the mills and various processes preparing it for the many different uses to which it is put, and then gets it into the hands of the consumer, a large necessary cost is added, which cost sometimes is too high—but that is another subject.

Every attempt thus far made by farmers in this country to get away from the local community unit has failed. That includes attempts to run farmers' co-operative packing plants, manufacturing concerns and terminal grain marketing.

When you get away from home with a large co-operative concern run by hired men, immediately high-salaried men are provided for, immediately economic politics develops and the men who hold down the jobs do so by reason of the votes they are able to control, and the job holder in most cases, proves to be a good vote getter but poor business man, and the institution fails, while in private enterprises with which they go into competition, their men hold their jobs because of their ability to deliver the goods or get results in a business way.

I am convinced after twenty years in active participation in local co-operative grain marketing, studying every farmers' marketing scheme in the world, and watching the various schemes attempted in this country, that the farmer's practical effort in marketing his grain is around the local neighborhood unit, and through his State and National organization, bringing whatever grievance he may have whether transportation, inspection or terminal service before the proper persons and

be able to present it in a sensible, practical manner and work out his market problems in that way, more advantageous to the farmer than any other.

The Farmers Grain Dealers have in each State a State organization which maintains an office, has a paid secretary, the only man in the organization who draws a salary. The state president and board of directors who meet occasionally draw no salary. From the state organizations we have what is known as a national organization which is supported by the various state organizations, which maintain a paid secretary, men are selected by the various organizations to represent them in the national organization. This organization looks after and works with the various grain interests on interstate freight rates or whatever comes up in a large way affecting the grain growers of the country.

This outlines to you briefly some of the activities of the farmers grain movement and some of my notions on the subject. I think in these times every citizen who has had occasion to study our vital economic questions should be free to express them and out of all, we will get a condition we will all be able to live under.

ANNOUNCEMENTS

The co-partnership of Polmen and Terry, located at 216 W. South Water St., Chicago, which consisted of Samuel Polmen and Charles G. Terry, Jr., was dissolved by mutual consent on January 1, 1923, and by the withdrawal from the firm of Mr. Terry.

Mr. Polmen has continued the business under the name of Polmen & Co.

Since the dissolution of the partnership, Mr. Terry has been employed by Ostrowsky & Simkin, but in the very near future will join with his father, Charles G. Terry, Sr., and his two brothers, W. M. and D. A. Terry, and engage in the general produce business under the name of Charles G. Terry & Sons Co., which will be a corporation, with place of business at 329-331 W. South Water St., Chicago, Ill.

Heretofore Mr. Terry has failed to make public announcement of the change in his business relations.

LITTLE BILL TAYLOR INJURED

Bill Taylor, Jr., nine year old son of W. A. (Bill) Taylor, of the Packer, was struck by an automobile near his home in Wilmette, Illinois, on March 21.

The little chap sustained a compound fracture of a leg which required the services of two bone specialists to adjust, and in addition several painful contusions and lacerations.

The surgeons in charge consider the injuries serious and at the same time have high hopes for ultimate recovery without permanent impairment.

GUS LUDWIG ON THE HIGH SEAS

Gus Ludwig, Member of the Executive Committee and Chairman of the Membership Committee of the National Poultry, Butter and Egg Association, is on the high seas, bound for California from New York, via the Panama Canal.

Mr. Ludwig's many friends will be glad to know that the throat affection from which he has suffered for a long time, is not of a malignant nature and that if an operation becomes necessary later on, it will be of a minor character.

The good ship Columbia will be Mr. Ludwig's playground for 26 days and his physicians express the hope that by the time Southern California is reached, his throat trouble will have vanished.

Here's hoping it may be so.

We Buy and Sell Eggs

**We are members of the Chicago
Clearing House**

Wire us your orders to buy or sell butter or eggs for spot or future delivery.

We are located at the center of Chicago's Produce Market. We handle live poultry, also frozen poultry, and have the largest trade in ice-packed poultry in Chicago.

**WE ARE ANXIOUS TO SERVE YOU
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CHICAGO

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BUTTER, EGGS, FROZEN POULTRY

**Always Open for Business,
Either to Buy or Sell**



The official organ of the National Poultry, Butter and Egg Association. Devoted to the interests of the Poultry, Butter, Egg and Cheese Shippers, Receivers and Storage Warehouse Men and associated interests of the United interests of the United States, Canada and Cuba who are members of this Association.

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CHICAGO, APRIL, 1923

PREPARING EGGS FOR SHIPMENT

F. F. Frye, Chief Inspector of the Western Weighing and Inspection Bureau, attended several of the recent Spring Meetings and appeared at the business sessions where he gave short and snappy talks on the subject of how to prepare 'case eggs' for shipment.

Mr. Frye was well received by the audiences he talked to and from the questions he was asked, it was apparent that those who have experienced egg breakage troubles in times past were intensely interested in what he had to say. For the benefit of those who did not hear him, an outline of his talk is produced on another page of this issue and all may profit by practicing the things he recommends.

Mr. Frye's appearance at these meetings is a part of an educational campaign now being conducted by all interested agencies which has for its object the prevention of egg breakage, and if egg shippers have devised better means than those recommended by Mr. Frye and will make them known to the Executive Offices of the 'National,' due consideration will be given them.

Last year's record was a great improvement over the preceding year and with renewed interest on the part of all concerned, it is hoped the coming year will show greater improvement.

CO-OPERATIVE MARKETING LEGISLATION

The Co-operative Marketing Bill which passed the Senate of the Illinois Legislature on March 29th is reproduced in this issue of the 'Bulletin.' It will now be rushed to the House, where it is predicted it will also be passed. From there it will go to the Governor.

A like Bill passed the legislature of the State of Indiana and was vetoed by Governor McCray. The reasons for the veto are also reproduced in this issue of the 'Bulletin,' and these reasons can just as logically be applied in Illinois as they were in Indiana, and should be drawn to the attention of the law-makers and the Governor.

The term "Co-operative Marketing by Producers" is the magic wand used by the politician and exploiter to make the American farmer the most dissatisfied man on the continent, and up to the moment it has been a howling success, but between causing dissatisfaction and the actual marketing of farm produce, there is a wide gap, and so far as marketing is concerned, there is no magic in the practice.

The marketing of farm produce is a business and will remain so, whether conducted co-operatively or independently. Being business, it is subject to the same economic laws as is any other business, and all the laws made by state legislatures will not change this except unrighteously, according to present legal and judicial standards.

A law, such as is about to be enacted in the State of Illinois, will not create a market in Europe (nor in any other place) for one grain of surplus wheat raised in the State of Illinois, nor will such a law change the seasons of the year, nor the productivity of the soil. Neither will it be the means, through which, to make after-the-war adjustments easier.

The proposed legislation seeks to create new theories as to the rights and liabilities of the citizens of the State, and this to the extent of overthrowing the present public policy. In this aspect the law-makers and the Executive should scrutinize it closely.

IN THE INTEREST OF EGG SHIPPERS

Col. Arthur T. Nelson is the Missouri State Marketing Commissioner.

The work recently done under his supervision to MAKE MISSOURI EGGS BETTER will have a far-reaching effect which will extend far beyond the territorial limits of the State of Missouri and will undoubtedly be the means of affording a foundation upon which will rest like work in other States.

In the performance of this work Col. Nelson has shown his ability to grasp and properly solve some of the perplexing troubles of egg shippers and if Missouri shippers will now pitch in and co-operate with him, the business of both producer and shipper will be made more profitable, and at the same time such co-operation will strengthen Col. Nelson's hands and encourage him to further effort.

Col. Nelson recently appeared before the members of the Missouri Egg and Poultry Shippers Association and, in a very well prepared paper, explained the character of the work he has accomplished and what he hopes to accomplish.

For the benefit of Egg Shippers generally, and the shippers of Missouri particularly, Col. Nelson's paper is reproduced in this issue of the Bulletin.

The 'Bulletin' commends Col. Nelson's work and asks Missouri shippers to co-operate with him.

THE STATE CONVENTIONS

The proceedings of the various State Associations were reported in full in the Trades Papers and no good purpose will be served by a mere repetition.

One subject of vital importance was brought to light, which was ably covered by Mr. Caven, Editor of Chicago Dairy Produce, concerning which, he says:

Spring Meeting in Chicago

"One instead of six spring egg meetings.

"And that one in Chicago.

"In other years there have been movements to combine two or more of the state meetings, but this year the idea of one meeting instead of six was talked of a great deal, especially at St. Louis and Des Moines.

"To most members of the various state associations the idea has a strong appeal, but many hesitate because of fear of the state association losing its identity.

"It was not the dealers, to whom the expense of attending all the spring meetings is the most, who talked about the one meeting plan, but it was the shippers who gave the idea its greatest boost. The shipper would like to meet his fellow shippers of other states, and in a great many instances the shipper could come to Chicago with less inconvenience to himself than he can attend the convention in his own state.

"One would think the dealers in the big city markets would all favor the one meeting idea, but their opinions will not enter decisively into the matter. It is up to the packers and shippers of the various state associations to decide.

"The big problem in the matter is the welfare of the state association. A spring meeting in Chicago would greatly reduce attendance at the state meetings, and unless arranged with the welfare of the state association in view would so reduce attendance at some of these meetings that the associations in some of the states would cease to exist.

"Some persons have advanced the plan of having a spring as well as a fall meeting of the National Poultry, Butter & Egg Association, which spring meeting would take the place of the spring meetings of the state associations, but that plan contains the objection that it would kill off or greatly reduce the importance of the state associations.

"A plan that will preserve the state associations to work out their own peculiar problems will be most likely of adoption. It was suggested in the recent discussions of this matter that each state association could contribute its pro rata of the expense of one big spring meeting. That each have its own badges to distinguish its members and that each hold separate meetings some time during the general convention for the discussion of and action upon problems in its own territory. The general problems could be handled in a general session or two and the convention could continue three or four days or whatever time seemed necessary to do its work.

"Some such plan as this last might work out; at least an effort to do so would prove interesting.

"The meeting of dealers of the East and West, which is a principal object of the spring meetings, could be attained with greater convenience and less expense in the one meeting, but as to the attendance of shippers, that is another question. Would as many attend a meeting in Chicago as now attend the

several state meetings? Would there be as representative an attendance of shippers at a general spring meeting? Many prominent shippers in states that hold the most successful of the state meetings think there would be as great and possibly a greater attendance because of the chance of getting a better line on the situation by meeting representatives from the whole producing territory.

"This, then, is the new proposition—instead of six state meetings every spring, have one meeting of all the state associations in Chicago. What do you think about it?"

RESISTING GROWING TENDENCIES

The Interstate Commerce Commission initiated a proceeding to inquire into the reasonableness of the rates of the American Railway Express Company.

A hearing on the subject was held at Chicago during the week of March 21. The National Poultry, Butter and Egg Association was present and prepared to present data touching on the services rendered by the express company, and, as a matter of fact, the date and hour for such presentation had been arranged for. However, the data, while pertinent to the inquiry, was not presented, because many of the subjects covered controversies which business men should be able to adjust amicably by and between themselves. Without resort to a governmental agency, and when (in a brief conference with an official of the express company, the subjects of the controversies were disclosed) this was made plain, the official very readily arranged for a conference with shippers and receivers to be held at a near future date, and this conference promises to accomplish about the same results which could have been accomplished, had the data been presented to the Commission.

This experience opens up a wide field of inquiry which leads to the conclusion that those who talk most strongly against nationalized carriers and a bureaucratic form of government for all business, are more to blame for these growing tendencies than any other class, because while they know their rights and liabilities and obligations to the public, they do not heed, nor treat seriously legitimate complaints, and thus drive the complainants to the governmental agency, if there be one, for relief.

"Going to the Commission," by both carrier and shipper, is about as commonplace as going to meals, and this continual "going" seems to indicate that business men are losing their grip on business affairs and leaning more and more on public agencies for a remedy for every disorder that arises.

The growth of the sentiment for the nationalizing of the railroads may be perceptibly checked if carriers and shippers would practice more self-reliance and restrain the going-to-the-Commission habit, to within reasonable bounds.

On the other hand, the going-to-the-Commission habit only encourages the belief, in the public mind, that business men are no longer capable of managing their own affairs.

The Executive Committee of the National Poultry, Butter and Egg Association adheres to the old-fashioned belief that business men are still capable of adjusting differences and with this belief in mind, the above referred to conference was brought about.

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V. O. APPEL, Vice-Pres. and Treas.

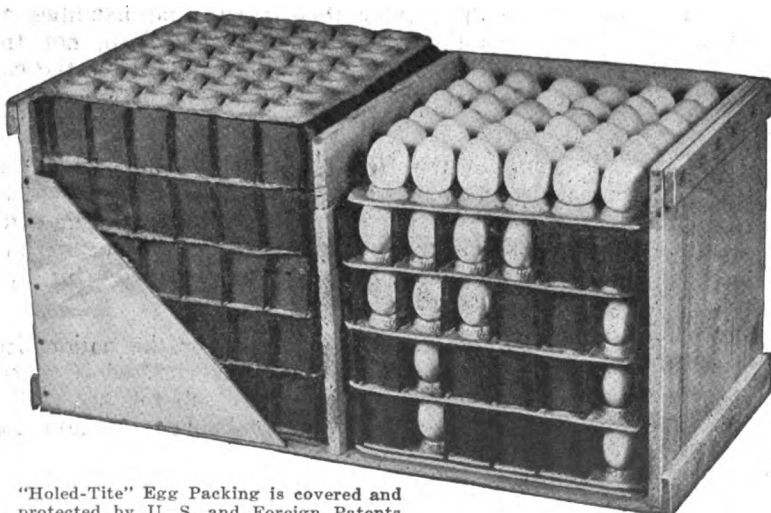
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EGGS PACKED IN "HOLED-TITE" FLATS ARE BROKEN ONLY BY THE COOK

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"Holed-Tite" Egg Packing is covered and protected by U. S. and Foreign Patents and any infringements will be prosecuted to the full extent of the law.

No change from the usual method of packing, unpacking or handling. The "Holed-Tite" Flat is used with standard honeycomb filler, but takes the place of Excelsior Pads and ordinary Flats.

Made of elastic moulded pulp—absolutely prevents checking in packing and breakage in transportation.

The projecting rings on flat lock the filler, so it cannot shift—prevents bending and breaking of filler ends. Prevents soiling—any leaking is confined to a single cell.

Does not add to cost of packing. Saves long deferred damage claims. Send for sample Flat and descriptive circular.

"HOLED-TITE" EGG PACKING CORPORATION

New York Mercantile Exchange

6 HARRISON STREET, ROOM 35

NEW YORK CITY

How The Missouri State Marketing Bureau Is Working in the Interests of the Egg Industry

By Colonel Arthur T. Nelson, Missouri State Marketing Commissioner

So that this paper may be reasonably brief, I will eliminate all preliminary story telling and commence discussing with you from the very outset the subject matter in which I know the members of this Convention are vitally interested. I say *I know* you will be interested in the subject matter of this paper *not because* it refers particularly to the egg industry in Missouri, *but because* it strikes at the very root of the problem of improving the egg industry in every state in the Union.

I had intended to talk on cream grading, but also found that what I wanted to tell you of eggs would take up all of my time. I am sure that this Convention is primarily interested in eggs.

One year ago today the Missouri State Marketing Bureau, of which I have the honor to be the Commissioner, started to organize its state-wide "better eggs" campaign. We took as our campaign slogan, the following sentence: **MAKE MISSOURI EGGS BETTER AND MARKET THEM ON A GRADED BASIS.** This slogan could have quite correctly been taken as the subject of this paper.

First, suitable grades were worked out in co-operation with the United States Bureau of Agricultural Economics for the guidance of the field representatives the Missouri State Marketing Bureau employed for the campaign. These grades were found in some of the literature which I have brought here for distribution among you. The members of this Association will immediately recognize that the establishment of grades of eggs was *fundamental and basic* in such a campaign as was conducted in Missouri during 1922.

One of the early steps we took in preparation for the campaign was that of notifying, through circular letters and newspaper articles, all Missouri egg shippers of the egg candling and grading services we were about to offer them, including a brief explanation of the character of the work we intended to do at each of their respective places of business.

Many more requests were received for the services of our field specialists in egg candling and grading than we were able to fill. However, before the end of 1922, over 500 practical egg candling and grading demonstrations had been held in approximately 110 of the 114 Missouri counties.

Eighteen field representatives were engaged in this egg candling and grading campaign. Before sending these representatives into the field to conduct these candling and grading demonstrations in co-operation with the egg buying firms and their producer patrons, they were given approximately a week's intensive training in the candling and grading of eggs. In this way all of these eighteen field representatives were taught to handle the work so as to accomplish uniform results.

Speaking briefly, the demonstrations conducted by these field representatives are described as follows: Each representative would report for duty to the manager of an egg buying firm on a certain date. That date had been well advertised by the Marketing Bureau and the egg buyer, several days previous to the day of the meeting among the egg producers in the community. On the day of the demonstrations the producers would come to town with their eggs.

Sometimes only ten or fifteen producers would bring in their eggs on a given date to have them candled and

graded by the State Marketing Bureau field representatives. At many places, however, fifty or more producers would come to town on the days of our demonstrations, with their eggs, and see them candled and graded by our trained field men. In addition to those who brought in their eggs for candling and grading, there was at each of our meetings, a considerable number of bystanders, mostly farmers and people from the small towns, all interested in improving the quality of Missouri eggs.

Our representatives would take each farmer's eggs and while the farmer himself was standing there watching, the eggs would be candled and graded. This opportunity for the egg producers to see their own and their neighbor's eggs candled out and graded, and to hear the discussions of all the factors which contribute to the variation in quality of the different lots of eggs did, I say to you, bring a lot of convincing information to the approximately fifty thousand Missouri egg producers who were reached in the five hundred demonstrations of our 1922 state-wide campaign.

After all, these arrangements to permit the egg producers to see the exact quality and condition of the eggs which they present to the buyer at the primary market were very simple. Yet, the experience of our campaign convinces me that no other method is so effective as that simple method of showing each egg producer his own eggs under the candle and discussing with him and his neighbors, the farm practices necessary to *make Missouri eggs better*.

I assure you that while I am using the masculine gender in this paper, that a considerable portion of all of our audiences were farm women, who take care of most of the eggs. We have made a special effort from the beginning of our work to reach the women.

During the past several weeks we have been holding meetings at country school houses and in villages in several sections of Missouri with the Women's Progressive Farmers' Association of Missouri. The Missouri farm women are indeed responsive to our efforts in helping them to improve the quality of their eggs, and thereby raise the price per dozen received at the primary market.

During the three months of July, August and September of 1922, our field representatives graded 38,150 dozens of eggs directly before the eyes of the men and women who produced them.

Our representatives stayed at each place one whole day; in many places two representatives went together and worked together. We do not believe it would have been sufficient to do less than candle and grade each producer's eggs. By so doing, each producer returned home with a definite idea of the grade and quality of the eggs he produces, as compared with the grade and quality of the eggs which his neighbor produces.

Those 38,150 dozens of eggs were graded into the six grades, Extras, 1s, 2s, Dirties, Checks and Rots. We found the eggs of the state as a whole, divided between these six grades as follows:

Extras	No. 1s	No. 2s	Dirties	Checks	Rots
5.08%	26.09%	54.27%	5.95%	4.31%	4.30%

These figures which I am confident reveal approximately the true situation in Missouri during the months of hot weather, show that 68 per cent of Missouri's summertime eggs are No. 2s, Dirties, Checks and Rots, while 32 per cent are No. 1s and Extras.

EGGS

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COMMISSION

BOWMAN & CO.
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WHOLESALE
DEALERS

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PITTSBURGH

The greatest industrial city in the world.
Iron and glass the chief products. Population of
the community over 1,000,000.

The Iron City Produce Company, Inc., is one of the agencies through which this vast population obtain their food supplies. Shippers of farm produce receive through this firm the best and most prompt returns for consignments of

FRUITS, VEGETABLES, POULTRY
EGGS AND BUTTER

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Located in the heart of the produce district.
Write or Wire and get quick response.

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PITTSBURG, PA.

CAPITAL, \$100,000.00

Chas. Muehlbonner, Pres.

Chas. Blickle, Gen. Mgr.

Indeed there is room for much improvement. If we could only change the figures so that the 68 per cent of our summertime eggs would grade as No. 1s and Extras, and the 32 per cent fall into the lower grades, it would mean an annual saving of hundreds of thousands of dollars to the egg industry in Missouri alone.

It gives me pleasure to state that during so short a period of time, I believe the Missouri State Marketing Bureau has in the same campaign, both discovered the chief problem which today confronts the egg industry in this, the second largest egg producing state in the Union, and at the same time effectively applied the remedy for the correction of the existing evils which constitute the problem. Of course, I do not assume that we have done more than commenced a solution of the problem during the short year of our "better eggs" campaign.

The problem, as I have already explained it, is found in the greatly unbalanced relation between the 32 per cent of eggs which during the summer months grade as No. 1s and Extras, as compared with the 68 per cent which falls into the lower grades. The remedy lies in the untiring efforts of all agencies, including the membership of this great National Association in uniting on a program which will carry back to the producers on the farms, first-hand candling and grading demonstrations with their own and their neighbors' eggs—supplemented not only with educational material, but with a recognition on the part of the buyers of a differential of several cents per dozen between eggs of good quality and eggs of poor quality. I have no hesitancy in saying right here that I believe the greatest nation-wide remedy which can be applied in the interests of improving the quality of eggs in Missouri and elsewhere, lies in the willingness of the egg buyers and merchants of this country (who are well acquainted with the wide variation in the quality of eggs) to establish a system of buying eggs from the producer on a graded basis and continuing that system of dealing in eggs right down to the ultimate consumer.

The January 17 issue of the New York Produce Review and American Creamery, in its leading editorial, made a comment on the 1922 egg candling and grading campaign as conducted by the Missouri State Marketing Bureau, which reads in part as follows: "We wish to give emphasis to the statement of the Missouri State Marketing Bureau that the proportion of No. 1 and No. 2 grade eggs could be reversed with a vast saving and benefit to producers and especially to the declaration that the egg buyers would play an important part in effecting the improvement of eggs if they would candle and grade the eggs handled by them, and pay for those eggs on a strictly quality basis."

Quoting further from the same editorial, it is pointed out that country egg buyers and packers cannot much longer neglect the importance of dealing with the egg producer on a graded basis if they are to hold their own in competition with the farmers co-operative marketing organizations.

That is the exact warning given to egg buyers through the editorial columns of the New York Produce Review in its January 17, 1923, issue.

What are the facts in Missouri on this particular point? They are approximately these.—During 1922 about 2,000 carloads of eggs were marketed co-operatively by Missouri egg producers. These 2,000 carloads of eggs did not go through the hands of either the country buyers or the dealers in St. Louis and Kansas City. They were shipped direct to the wholesalers in Chicago, New York, Philadelphia and other eastern markets.

Speaking further on this question of dealing with the producer on a graded basis, I can authoritatively say to you that on March 1, 1923, about 350 farmers co-operative egg marketing exchanges in Missouri commenced buying eggs on a graded basis.

All that I have said up to this point has in a measure been an emphasizing of the need for the nation-wide standardization of eggs, and the buying and selling of eggs on a graded basis. Eggs are among the last of the important farm products to be considered for standardization. Grain, live stock, fruits and vegetables, and other farm products are standardized and the producers are paid for those products according to quality.

At a meeting of the membership of this same Convention which met just a year ago in Kansas City, Mr. Roy C. Potts, a representative of the United States Department of Agriculture, explained to you the need for National Standards and Grades for Eggs. He also explained the recommendations of the Department of Agriculture for such National Grades and Standards. I can see no greater step that this Convention can take than to adopt the National Standards and Grades for Eggs as recommended by the Bureau of Agricultural Economics of the United States Department of Agriculture, and that the membership of your Association commence at once an active, well-financed, nation-wide movement in behalf of the dealing in eggs on a graded basis all the way from the producer to the consumer.

The grades used in the Missouri "better eggs" campaign during 1922 are quite closely related to the tentative grades proposed by the Department of Agriculture for adoption throughout the country. It is recognized that producers and dealers at points of origin do not have the same need for all the different grades used in terminal markets. Therefore, the grades used in Missouri during the 1922 campaign were intended to fit the needs of producers and dealers who are interested primarily in improving the quality of eggs, and ultimately dealing in them on a graded basis.

In addition to the factors which determine the quality of the eggs, I wish to say a few words (as has often been said) on the part the weight of eggs is destined to play in the future of the industry. During our 1922 campaign in Missouri, 17,236 dozens of eggs were actually weighed. Approximately one-half of these eggs weighed less than 22 ounces per dozen. The other one-half weighed 22 ounces and over, per dozen. When eggs are bought and sold on the pound (or weight) basis, the 22-ounce eggs will become fewer and fewer and the 24-ounce eggs will greatly increase in their proportion to the total dozens produced. This means that there will be fewer small, mongrel chickens kept upon the farms of Missouri and other states. It will mean that larger, well-bred, purebred, egg-laying strains of birds will become the rule. It will mean that the farmer who produces a case of eggs whose net weight is 46 pounds per case, or about 24 ounces per dozen, would receive approximately \$1.25 per case more than the farmer who produces 22-ounce eggs weighing about 41 pounds per case, or 5 pounds per case less net weight. These figures are based upon the price of eggs being 40c per dozen.

Giving the progressive egg producers the advantage of an increase in the number of pounds of eggs per case, together with the advantage in an increase in the quality of those eggs, it is not difficult to expect that eggs would be gathered oftener and kept in cooler places upon the farms, as well as that more country produce dealers would have a well-equipped refrigerated room in which to hold eggs.

I have described to you in a general way, the nature of and manner in which our 1922 candling and grading

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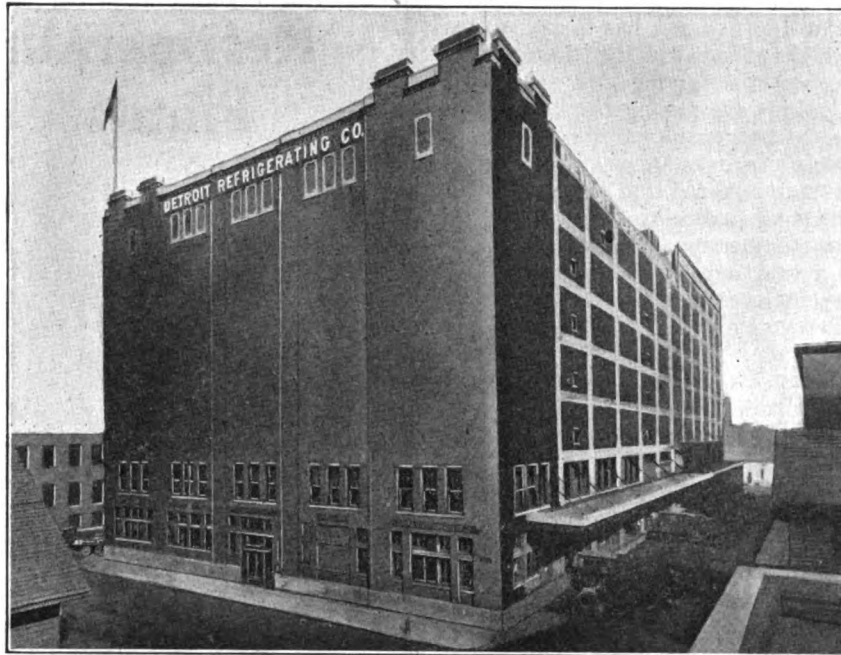
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program was carried right back to the egg producer at the country shipping point. There were a few other outstanding services rendered during our 1922 campaign, however, to which I wish to draw your attention.

We supplemented each of our meetings with information on the right way to pack and load eggs. This packing and loading instruction was directed primarily at the buyers and shippers, although the producers were also benefited thereby.

At each place visited, our men would set up an exhibit showing the right way to pack a case of eggs by use of the six excelsior pads. The necessity for using new fillers and strong cases was also emphasized. As a result, we are confident that the use of new fillers, six excelsior pads per case, and strong cases, is rapidly increasing in Missouri at the present time.

Carlot loading demonstrations were held during the campaign at St. Louis, Kansas City, St. Joseph, and at the Missouri State Fair in Sedalia last August. At Sedalia and St. Joseph, approximately two hundred country shippers were shown the most satisfactory methods of loading a car of eggs. At St. Louis and Kansas City, Messrs. Aus and Bergmann, members of the Association, co-operated with us in the loading demonstrations which were given before good-sized audiences of carlot shippers at each place.

These egg loading demonstrations were conducted by the State Marketing Bureau in co-operation with the American Railway Association, whose egg loading experts from the Western Weighing and Inspection Bureau, demonstrated the most successful method of loading eggs. The loading methods of these experts are based upon an exhaustive investigation conducted by the Freight Claim Department of the American Railway Association, of the claims on damaged carlot shipments of eggs.

It is significant to note that the American Railway Express Company and the various companies who own refrigerator cars have also co-operated in one way or another, with the Missouri State Marketing Bureau in its state-wide egg campaign.

An important phase of our work consisted in the giving of instructions to the egg candlers at the places where our candling and grading demonstrations were held, on the proper methods of candling and grading eggs. Many of the candlers at country points are inexperienced. Therefore, our field representatives were able to aid a large number of them at the approximately five hundred towns visited on our 1922 itinerary.

One of the first thing our field representatives did at each place where demonstrations were held, was to set up an exhibit of six cases of eggs in which the grades we were using were represented. This exhibit also included cases showing the right and wrong ways to pack eggs.

One of the most vitalizing services rendered in the Missouri 1922 egg candling and grading program cost the state government practically nothing. I refer to the publicity which our campaign received through the press. Practically all of the trade papers carried articles about our work. To the best of our knowledge, all of the farm journals and magazines published in the middle-west ran special features or carried articles about the "Know Your Eggs" campaign in Missouri. But the best publicity of all was given by our own press, right here in Missouri. In over twenty-two years of public service in agricultural work here in Missouri, I have never seen a single project conducted by a single agency, given the widespread publicity that was given by the country newspapers of Missouri, to the state-wide egg candling and grading campaign conducted by the Missouri State

Marketing Bureau. From a half column to a column and a half seemed to be the common practice of the editors in regard to the publicity connected with our work. These articles took the readers into the program in sufficient detail to explain the importance of the forty million dollar Missouri egg industry, and the relation its proper protection and advancement bears to the wealth and prosperity of the state as a whole.

I cannot express too zealously the appreciation which the Missouri State Marketing Bureau feels towards Missouri newspaper men for the wonderful service they performed in the co-operation extended to the egg candling and grading program commenced by us in 1922.

I will now proceed to close this paper by setting forth in a summary, the things which I am confident are vital to the continuation of successful work by this Association or other agencies in their attempt to improve the egg industry of the United States.

First, the producer must be reached. He can most successfully be reached through all-day egg candling and grading demonstrations held at the country shipping points in co-operation with the egg buyers, and farmers' exchanges. It is essential that the producers bring in their eggs to see them candled and graded. It is essential that the producers be informed through talks and suitable literature, regarding the highly perishable nature of the egg and the necessity of handling it in such a manner as to preserve its original quality.

Second, it is important that the egg candling laws of the state be enforced strictly, and that buyers co-operate with the state in its efforts to enforce the egg candling laws.

Third, managers of farmers' exchanges and other buyers and receivers of eggs, should, themselves, become proficient egg candlers and require the same high standard of candling efficiency of all of their employees.

Fourth, eggs should be handled in large quantities and passed through as small a number of hands as is most conducive to the perfect preservation of their original quality. This recommendation should begin at the country receiving point, and continue throughout the chain of distribution.

Fifth, more cold storages and precoolers should be established in the country districts to the most economical advantage of the industry.

Sixth, some system for giving every producer of infertile eggs a market for same at a premium over fertile eggs should be established.

Seventh, a definite campaign by this Association, and State and Federal agencies should be launched with the American Railway Association, and its subsidiary co-operators, in the interest of better packing and loading of eggs, and thereby reduce the enormous annual losses on freight claims.

Eighth, this Convention might do well at this meeting to consider a program in co-operation with Missouri and other states, also the Federal Bureau of Agriculture Economics, for expanding and pushing an intensive "better egg" campaign in a few of the more important producing sections.

Ninth, at least an intensive publicity campaign is recommended to you, which, through the country egg buyers, in co-operation with trade papers, farm journals and the city and country newspapers, would carry to all classes of persons engaged in this great industry, the necessity of greater efficiency in the doing of their particular duties. Special emphasis should be placed on the importance of the care and handling of the eggs at the primary market.

Tenth, egg buyers everywhere should immediately commence buying on a "loss-off" basis, and as quickly as

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FRANK J. GAFFNEY, Manager, Egg Dept.

possible deal on a graded basis from the producer down to the consumer.

I will call these the Ten Commandments for Better Eggs. They must be observed if the egg industry of the United States is soon, or ever, to reach that high plane of efficiency and perfection for which many of you have been working for the past fifteen to twenty-five years. There may be other suggestions equally as valuable as some of these Ten which I have mentioned, but taken as a whole, I am confident they constitute an outline of the program which those who survive in the keen competition of the ever growing gigantic egg industry, must take into consideration quite soon.

PREPARING EGGS FOR SHIPMENT

How to Pack, Load, Stow and Brace Car Load Shipments, By F. F. Frye, Chief Inspector, Western Weighing and Inspection Bureau

For the past several years the Western Weighing & Inspection Bureau have carried on an extensive educational campaign throughout the entire territory dealing with the Classification rules and regulations with respect to the proper construction of egg cases, the required number of nails, namely, 3 Penny, Large Head Cement Coated, 18 on each side of the case, 21 on the bottom and 8 on the top, also pointed out the importance of the tight pack in order that the fillers will be stationary in the case, which will prevent the fillers from shifting, breaking down the tips and allowing the eggs to come in contact with the center partition or end of the case which usually results in egg breakage. There is also another important factor in the packing of eggs and that is, to see that the filler is placed in the case the right way; that is, the two solid ends being placed in the case so that they will be next to the center partition, and the end of the case, the two cut sides be placed in the case so that they will be next to the sides of the case.

The Consolidated Freight Classification prohibits the use of second hand fillers and flats, and under no circumstances should they be used.

The Consolidated Freight Classification provides that second hand egg cases must be securely strapped; however, the use of a second hand case should be limited and where it is found necessary to use same, the very best cases should be selected, and they should be properly strapped in order to withstand the ordinary hazards of transportation.

The Consolidated Freight Classification provides for two methods of loading, stowing and bracing of carload shipments of eggs:

First a straight joint; second a step joint.

The Bureau recommends the straight joint method of loading, for the reason that same does not require an expert to do the loading, while the step joint does require an expert, and furthermore, in making the inspection at terminal points for grade or quality the load is disturbed, and if shipped beyond, requires reloading.

The Classification also provides for two methods of bracing.

First, straw, hay or excelsior; second, center gates or frames to be constructed of wood.

The Bureau finds very few of the shippers who use wood bracing which complies with the Classification requirements, they use inferior grade and knotty lumber and anything from a telegraph pole to a lath, and which has been responsible in a measure, for a large percentage of egg breakage. The Bureau recommends the use of hay, straw or excelsior for buffing, which is not to be pulled loose from the bale but suggest that the

buffing be sawed to the proper thickness, which can be easily done with a hand saw, or use the layers as they come from the bale.

The shipper in loading a car of eggs should place a row of cases along the side of the car, which will show the number of cases that can be loaded length-wise, and the amount of space to be taken up by buffing. If for example the car will take 14 cases long, leaving a space of 12 inches, the space should be equally divided by placing 4 inches of hay, straw or excelsior buffing in each end and center, which is to be tamped solid so that the load will not shift. A good many of the shippers have adopted this method of loading, stowing and bracing, and their shipments are arriving at destination without breakage, and therefore, not having any trouble.

The co-operation of the Shippers, the 'National,' Mercantile Exchanges, American Railway Association and the Carriers in connection with this Bureau has been able to reduce the egg breakage through their efforts, and which results are reflected as shown by the following figures:

Comparison of Percentage of Damage for Year of	1920	1921	1922
Percentage of damage in carloads....	5%	3.9%	3.4%
Percentage of damage in less carloads.	8%	5.8%	4.5%

The American Railway Association has furnished us with a statement showing the total egg claim payments for period January 1st to November 1st, 1921 as against 1922, which shows the claims paid 1921 amounting to \$976,172.00; 1922 \$646,042.00 percentage of decrease 33.8%.

McNEILL IN CALIFORNIA

Charles E. McNeill, President of C. E. McNeill & Co., Chicago, and Advisory Counsel of the National Poultry, Butter & Egg Association, left Chicago on March 30th bound for Los Angeles, where he will visit with his wife and daughter who have been in the coast city for several months.

Miss McNeill, who has just reached her 16th birthday, has won fame as an aesthetic dancer. Her ability as a danseuse has won for her a leading feature in the production of several moving pictures and it is stated that she is now being sought after for larger productions. It is expected that Mr. McNeill will return to Chicago some time during the month of May.

URNER, McNEILL & LUDWIG

Non-Pecuniary Profit Concern Going Fine

Frank G. Urner, Charles E. McNeill and Gus Ludwig have organized a new firm for the enjoyment of rest and recreation. Main office, located somewhere in California. Don't want to be bothered by letters, phone calls nor telegrams. Communications intended for them should be addressed to the 'Bulletin' offices and forwarded by slow freight.

LET THE WEDDING BELLS RING OUT

Wesley Heilman and Miss Martha Strickland Married April 4th

Wesley Heilman, son of Frank G. Heilman the well known poultry, butter and egg dealer of Chicago and Miss Martha Strickland were married at the St. Lukes Church, Evanston, on April 4th.

The Edgewater Golf Club was reserved for that day where an elaborate supper was served.

The young couple expect to take a short trip East.
CONGRATULATIONS.

Finnerman Bros.

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EFFICIENT SERVICE, CONSERVATIVE ADVICE, AND
FULL MARKET VALUE, CONSIGN YOUR POULTRY
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Industrial Cold Storage and Warehouse Co. Philadelphia, Pa.

Located on Philadelphia & Reading Terminal, connecting with all Refrigerator Lines. Bill all shipments our care, "Philadelphia & Reading Ry. Delivery." No switching Charges. Unequaled facilities for the handling of and caring for **Poultry, Butter, and Eggs.** Liberal advances. Rates consistent with the efficiency of "The House of Service."

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3,000,000 cubic feet of storage space
Special Egg Rooms
Four Large Freezer Rooms

Quick Access to Markets and Consuming Territory
Served by 24 Railroads

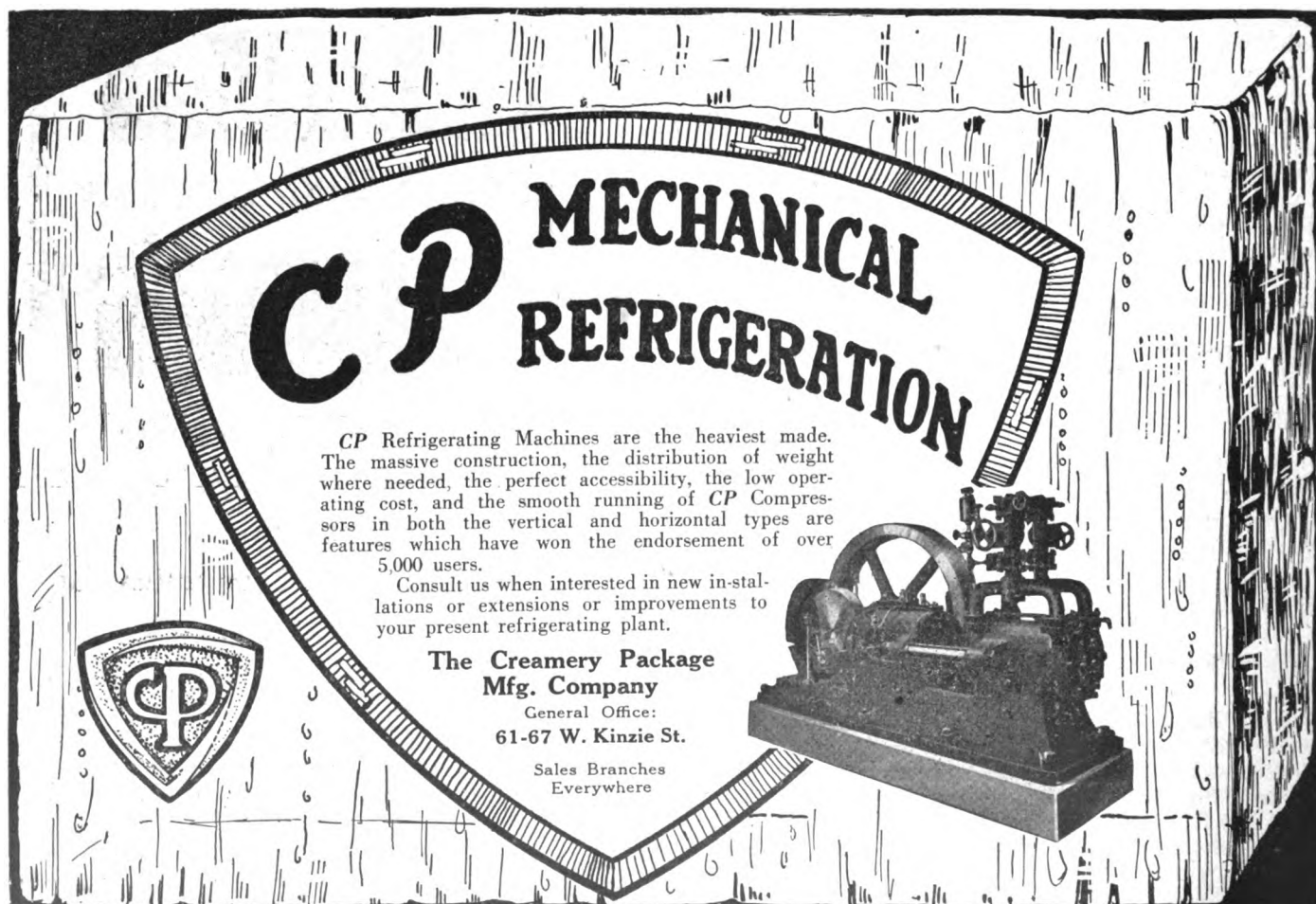
Shippers' Requirements Understood and Met

NO GRADES — NO RAILROAD CROSSINGS

The Insurance Rate of Eleven Cents indicates the
modern and substantial construction

THE CENTER OF POPULATION
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CP Refrigerating Machines are the heaviest made. The massive construction, the distribution of weight where needed, the perfect accessibility, the low operating cost, and the smooth running of CP Compressors in both the vertical and horizontal types are features which have won the endorsement of over 5,000 users.

Consult us when interested in new installations or extensions or improvements to your present refrigerating plant.

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LIVE POULTRY AT CHICAGO

Secretary Snyder of Chicago Poultry Board Makes Annual Report—Big Increase in Transactions—Express Shipments Fell Off—Recommends Government Information

The annual meeting of the Chicago Live Poultry Board was held on January 29. Secretary Louis C. Snyder reported a membership of 86 with Board sales aggregating 25,895 coops, an increase over 1921 of 11,470 coops. He reported the finances of the organization in good condition. Continuing his report he stated:

Government Information

Our Government realizing the importance of the poultry industry to the nation, has sent its agents for a conference with Chicago Poultry Board with the view of furnishing information of the live poultry movement daily throughout the country. If similar information furnished by the Government to the Butter, Egg and Cheese industries are helpful to correct distribution, why not live and dressed poultry? If this service is wanted the Government is desirous of putting it into operation.

Car Lot Movement

Sales of live poultry on the Board in 1922 has shown an increase of nearly 80 per cent over those of 1921 and over 100 per cent over those of 1920. There has been more live poultry received in car lots, unloaded and distributed than ever before in the history of the trade and considering the largeness of the crop the movement was regular, the consumption great, and the prices considered normal.

Express Movement—Effect of High Rates

There has been a noticeable falling off in express of live poultry the past year from points taking on a first-class rate; especially has this condition been noted when Chicago prices were lowered, where it made it unprofitable to attract these shipments, and there were times where our market suffered for sufficient good quality express poultry from Iowa, Minnesota and other points on account of the prohibitive rates.

To again make shipping attractive of this high-grade poultry the rates must be lowered or express poultry must of necessity take on sufficient premiums to offset the lower rates on car lot poultry or the express shipper and receiver of live poultry will pass out of existence.

For the Chicago Poultry Board to take a stand against a Corporation of the magnitude of the American Railway Express Company looking to a rate reduction is almost futile. It takes money and concerted action by all the Exchanges, City, Country and National whose membership embraces those interested in express transportation of live poultry.

Standardization—Leghorns

Like all other industries the poultry trade through Chicago Poultry Board is keeping abreast of the times, standardization of food products are a public demand and necessity and as the years pass by the progressive Poultry dealer and distributor realizes that the consuming public demands and will pay the price for a standard food product. It has been proven by poultry experts that a leghorn chicken is a poor food quality product in comparison with Plymouth Rocks, White Rocks, Rhode Island Reds and other well-known standard varieties. Therefore, on January 25, the Chicago Poultry Board passed a resolution that on and after July 1, 1922, chickens offered on the Board must be free from leghorn variety unless otherwise specified.



You can lower the bottom finger

YOUR profits are wide or narrow, just as you are able to control the bottom finger.

Purina Field Men help

Former U. S. Government research men, now in our employ help you pull it down; through proper feeding and better record keeping, they help increase your production and lower your cost per pound of gain.

Yes, and they help raise the upper finger, too. How? By getting you a finer grade of meat that brings you a higher price on the market. Write for full information about a Purina Field Man.

Don't pass up a possible profit for another day. Make your appointment at once.

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Makers of Checkerboard Chows

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Ask about free Checkerboard
Cap and apron for feeders



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Unequaled facilities for the storage of

All kinds of Perishable Food Products

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New York—17th Street and 10th Avenue. Warehouse in the West Washington Market District, on tracks of the New York Central Railroad.

Downtown Warehouses in the heart of the Produce Trade, convenient to all Railroad Terminals and Piers.

Jersey City—Warehouses have track connections with all Freight Lines

Newark —Warehouse adjacent to the Wholesale Market center.

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Formerly The National Produce Bank

For 15 years we have specialized in Produce Commission, Poultry, Butter and Egg accounts. Out of town merchants can obtain the best and quickest results by having their drafts routed thru this bank.

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JOHN W. LOW..... Vice-President
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RALPH N. BALLOU, Cashier
EDWIN L. WAGNER, President.

This resolution was published widely by the trade bulletin, in private circulars and all the trade papers. A publication called the Leghorn World protested vigorously against what they termed rank discrimination and threatened to bring the matter to the attention of the Agricultural Department at Washington. So far Washington has done nothing to boost leghorn quality and the consumer who thinks a chicken is a chicken is buying leghorns at a sharp discount from top grades of poultry. On the other hand, on July 31, the Iowa Egg, Butter and Poultry Dealers' Association passed a resolution commending Chicago Poultry Board for its assistance in promoting the grading of live poultry.

Would Regulate Hucksters

Complaints by members of poultry hucksters invading our markets with truck loads of live poultry from nearby country points operating without a license, peddling their poultry from one so-called commission merchant to another and selling to the highest bidder. This matter is, and will be further investigated by your Board with a view of putting these hucksters under City Control.

If poultry commission merchants would not buy (even in some instances paying premiums to keep it away from the other fellow) some firm would get it on a legitimate commission basis.

Dressed Poultry

Sales of Dressed Poultry were very meager and totaled one carload and 305 barrels and boxes. No doubt sales of dressed stock could be increased materially if the Board would establish grading and trading rules.

H. T. Pond Co.

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FRED HEGER LIVE POULTRY and EGGS ST. LOUIS, MO.

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Butter, Eggs and Dressed Poultry

For the quickest and most efficient service and for best net results—TRY US

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FRANK SWEENEY Wholesale Butter and Eggs

BUYERS—SELLERS—BROKERS
"Quality and Value Experts"

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Butter, Eggs, Poultry, Fruits

WASHINGTON, D. C.

FUTURE TRADING—BUTTER and EGGS

Bowman & Company, Inc.

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Solicit YOUR orders
Careful, Accurate, Efficient Service

WATSON & KELLY

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Poultry, Veal and Game

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208 NORTH WELLS ST.

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BOSTON—is one of the best markets
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the public in New England
are prosperous and are ready to receive your offerings through

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STRONG—DURABLE—ECONOMICAL

EXTRA LARGE HICKORY RODS
IRON RODS IN CORNERS
LIGHT WEIGHT—18 LBS.
PROMPT SHIPMENTS

Write for Prices

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Commission
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West Washington Market

New York

Reference: Chatham & Phenix Nat'l Bank, 14th Street Branch
or any Commercial Agency

**J. M. Klein DRESSED
329 Washington Street POULTRY
NEW YORK**

REFERENCES: All Commerical Agencies: National Poultry,
Butter and Egg Association

BOSTON "SET THE PACE"

H. T. Gerrish of Boston, Replies to S. S. Daniels of Philadelphia

I read with much interest in the February 'Bulletin' an article headed "Daniels Speaks Up," and in this article I found the following statement:

"Chicago has done well in the matter of education of the children as to the merits of Cold Storage. Other cities have not done it because the trade in these cities are waiting for 'George' to do it.

"I do not wish, in any way, to belittle what the City of Chicago has done or is doing, but I cannot let the remark which I have quoted "get by" without telling the real facts about education, as to the merits of Cold Storage, both with children and adults; nor do I wish in any way to belittle the work which the National Association is doing in the matter of educating the school children of Chicago upon the merits of Cold Storage.

"But the real facts are that the Boston Fruit and Produce Exchange, ten years ago, or in 1913, started to educate the public, including the children of the public schools, on the merits of Cold Storage and the work has been kept up to this very day, and is still being carried on.

"The campaign was conducted by our Executive Secretary, Alton E. Briggs, and he has appeared before hundreds of audiences in the congested centers of New England, including men's clubs, women's clubs, schools and colleges and there has been no let-up on this work even up to the present moment.

"It has been the consensus of opinion as determined by contact with the trade that a wonderful influence has thereby been exerted in this territory to bring our populace to a full appreciation of their dependence upon Cold Storage.

"I believe it is due our market to set forth these facts in the 'Bulletin' because we *know* that we "set the pace and the example" in this matter and that others have followed, and that one of the followers is Chicago and the National Association.

"It might be well to tell our friend Daniels that if he wishes to get into an area where a real job has also been done, that he would better come over to Boston. I remain."

Very truly yours,

(Signed) H. T. GERRISH.

Editor's Note: We cannot agree that Daniels should go to Boston but perhaps President Pfeiffer could be persuaded to ask Boston to send Alton Briggs to Philadelphia at a proper time, providing Daniels will extend the invitation. As an educator, Alton Briggs has demonstrated his worth.

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OFFICERS ELECTED AT THE SPRING MEETINGS

The officers elected at the various State Conventions held during the latter part of February and early part of March are as follows:

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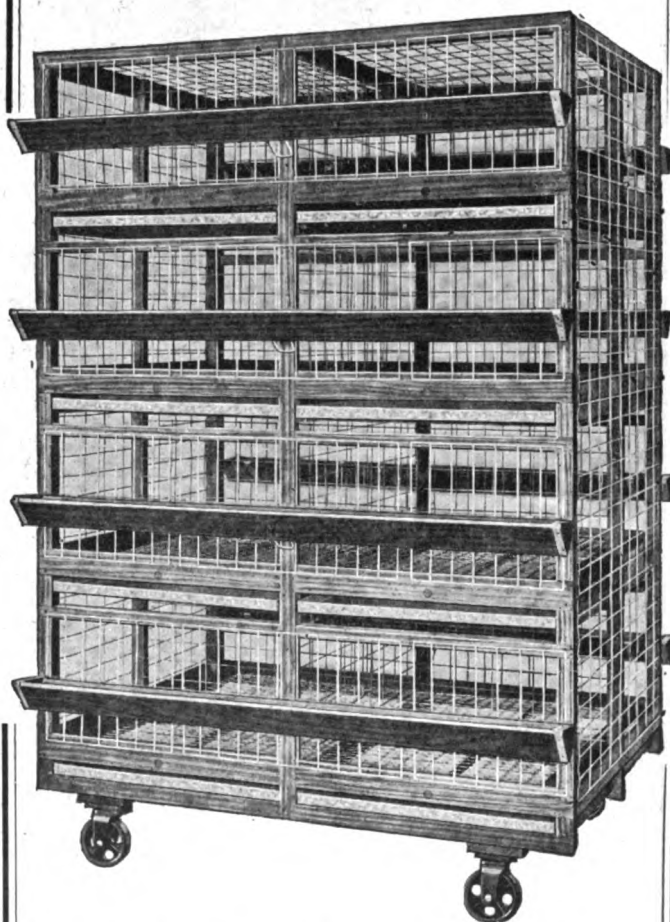
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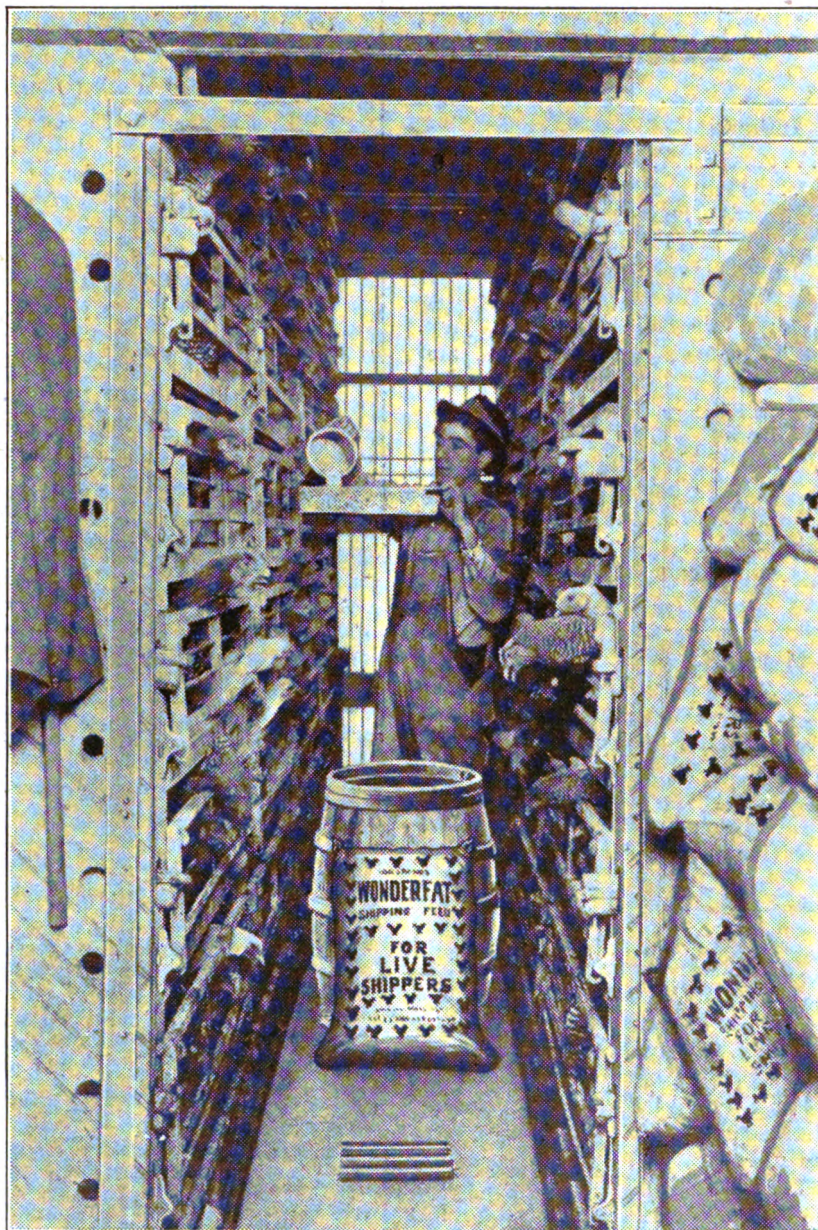
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TRAFFIC DEPARTMENT

REFRIGERATION HEARING

Several weeks ago a circular was mailed from the Executive Offices to shippers, calling attention to the fact that the carriers had proposed the establishment of stated charges per car for refrigeration of butter, eggs, cheese and dressed poultry, which charges are considerably in excess of those at present carried in the railroad tariffs.

Hearing of this proposal was held before the National Perishable Freight Committee at Chicago on March 27, at which time representatives of the 'National' presented protests against any change in the carriers' present system of charging for refrigeration, and to any increase in icing charges.

Attention of the committee was called to the fact that the icing requirements on dairy products vary according to season, locality, weather conditions, and condition of the products at the time of shipment; that the proposed method of charging for refrigeration would discriminate against the shipper who precools his product before shipment in favor of those who have no cooling facilities; that, under stated refrigeration charges, carriers would furnish more ice than is necessary; that the application of stated charges on shipments from the northwest to eastern cities would divert the traffic from all-rail routes to the lake line at Duluth because of the lower charges in force via the latter route; that the assessment of stated charges would impose an unreasonable and constant burden on commerce; that the present charges for the transportation of butter, eggs, cheese and dressed poultry are excessive, and, if anything, should be reduced rather than increased.

Rule No. 630 of Perishable Protective Tariff No. 2 at present provides that the carriers will furnish individual refrigerator cars to shippers for the loading of 15,000 pounds or more of butter, eggs, dressed poultry and cheese, and will make no charge in addition to the freight rate for icing where the shipper pays the less than carload rate.

It was proposed to amend this rule to provide that when shippers elect to give detailed instructions as to icing, re-icing or refrigeration, a charge for the ice and salt supplied at points specified by the shipper would be assessed at the rate of \$4.00 per ton, this charge to apply in addition to the freight rate.

This proposal of the carriers was objected to on the grounds that the freight rate includes the cost of refrigeration, and that to charge extra for same would result in the shipper paying double for the same service. It was pointed out that these 15,000-pound cars are loaded by shippers and unloaded by consignee, whereas it is customary where the shipper pays the L. C. L. rate for the carrier to perform these services.

Another proposal of the carriers was to incorporate in the Perishable Tariff a note reading as follows:

"After unloading on team tracks has commenced, any additional ice will be furnished only on instructions from shipper, owner or consignee at *actual cost*, and will be collected from consignee in addition to all other charges."

The present rule in the tariff provides for the collection of icing charges on the basis of rates shown in the tariff, the charge at most points being \$4.00 per ton.

The proposal to charge for ice at *actual cost* was objected to, shippers' representatives taking the position that shippers were entitled to know in advance what the charge would be. In other words, the term "actual cost" is too indefinite and uncertain, and the law seems to be that all charges imposed by carriers must be definite and certain.

Another proposal of the railroads was to make a charge in addition to the freight rate for icing of canned egg shipments in lots of 15,000 pounds or more where the shipper pays the less-than-carload rate. This was also objected to, it being stated that the charges for transporting and refrigerating canned eggs should be no greater than the charges on shell eggs.

It is not known at this writing what action will be taken by the railroad committee on these proposals, but because of the presentation made by shippers' representatives at the hearing in Chicago it is felt that the railroad people will give very serious consideration to the objections presented before making any change in the present rules or charges.

CONTRACT OF CARETAKER

The carriers have proposed to amend items 7 to 11 on page 343 of the Consolidated Freight Classification to provide a separate contract for the man or men in charge of live poultry shipments.

The proposed contract reads as follows:

".....Station.....19...

In consideration of carriage of the undersigned upon a freight train or vessel in charge of the property mentioned in the within contract, whether with or without charge for such carriage, each one of the undersigned severally hereby voluntarily assumes all risk of accident or damage to his person or property, and hereby releases and discharges each and every carrier from every claim, liability or demand of any kind for or on account of any personal injury or damage of any kind sustained by him, unless caused by the negligence of such carrier or any of its employees; and agrees that whenever he shall leave or return to the caboose or his other station on the train and pass over or along the cars or tracks he shall do so at his own risk of personal injury, except where the negligence of the carrier is the proximate cause thereof; that no carrier shall be required to stop or start its trains or caboose cars at or from stations or platforms, or to furnish light for his accommodation or safety; and that no carrier shall be liable to the undersigned or his personal representative unless the undersigned shall, within thirty days after the injury, or his personal representative in case of death shall, within ninety days after the injury causing the death, give notice of claim in writing to the General Manager or Claim Agent of the carrier on whose line the accident occurred.

Witness:

.....

(Signature of Man or Men in Charge)"

The exact date and time that this subject will be discussed is not known at this writing.

EXPRESS INVESTIGATION

Complaint Made Against High Rates on Live Poultry and Eggs

At a hearing before Examiners Barclay and Mullen of the Interstate Commerce Commission, held in Chicago on March 21 and 22, complaint was made concerning the high express rates now in effect on live poultry and eggs.

It was pointed out that the express rating on shipments of live poultry moving in excess of 400 miles, was increased from second to first class, effective on January 10, 1921, and the claim was made that this advance has adversely affected the business of many shippers and receivers of express poultry. The statement was also made that the application of first-class rates on long haul shipments has diverted a large tonnage from express service to freight and truck service—that it has diverted express shipments from distant markets to nearby markets—that it has resulted in the producer and country shipper receiving less for the product—and that it has had a tendency to break down the business of many receivers on the consuming markets.

Request was made that the second-class rating be restored on shipments of live poultry by express, regardless of length of haul, this being the basis in force for many years prior to January, 1921.

In the matter of egg rates, attention of the Commission was called to the fact that during the past several years, the claim account of the express company has been very materially reduced, the claim payments in 1920 amounting to \$1,267,000 as compared with \$140,000 in the year 1922—a decrease of 88 per cent. It was stated that this cut in claim payments was the direct result of better packing on the part of shippers, at additional expense to them, and that because of this, the present level of rates should be reduced.

Testimony was also offered concerning the express rates on milk and cream, and reductions asked for these commodities.

Concerning express service—rather than burden the record before the Commission and await the report of that body, which will not be made public for several months, it was deemed expedient to “iron out” all complaints with respect to service at a conference between shippers, receivers and the express officials. Such a conference has been set for March 30 in the offices of the General Manager of the American Railway Express Company at Chicago. It is hoped that as a result of this conference an improvement in express service will be forthcoming.

STORAGE IN TRANSIT OF CHEESE

The Western Trunk Line Committee is handling under its Subject No. 3044 an application to provide for storage in transit privileges at Chicago on cheese originating in Wisconsin and reshipped to points in the Mississippi Valley, Southeastern and Southwestern Territories.

At the present time, there is no storage arrangement in effect. It is proposed that cheese, in carloads, may be stored in transit at Chicago, and charges assessed on the basis of through rate from original point of shipment to final destination, plus the transit charge of 3c per 100 lbs., no switching charges to be absorbed at Chicago.

Under the present tariffs, if the shipper stores at Chicago, he is obliged to pay the local rate from point of shipment to Chicago in addition to the local rate from Chicago to destination.

FREE TRANSPORTATION OF STRAW

A representative of the National Poultry Butter and Egg Association attended a hearing on February 20, 1923, before the Central Freight Association concerning an application filed by shipper to provide for the free transportation of 500 pounds of hay or straw when used to protect shipments of eggs against heat or cold. The proposal covers shipments moving between points east of the Mississippi River and north of the Ohio River.

The shipper who proposed the subject did not attend the hearing. It was apparent that the proponent was not aware of Rule 32 of the Classification which provides that when a preservative is loaded in the body of the car for protection of the freight, no charge will be made for its transportation. The shipper requested the carriers to provide a 500-pound allowance, whereas the present rule makes provision for the free transportation of the actual weight of the preservative.

Rule 32 of the Consolidated Freight Classification reads in part as follows:

“Section 2. When ice or other preservative is loaded in body of car for protection of the freight, provided the rules of the carriers permit such loading, no charge will be made for its transportation; but if taken by consignee, charge shall be made on actual weight of the ice or other preservative in car at destination and at the rate applicable upon the freight which it accompanies; if not taken by consignee it becomes the property of the carriers.”

It was stated by the representative of the ‘National’ that there is no occasion for amending the present rule and that the present rule is beneficial to the carriers in the way of preventing claims. If free transportation of straw were not allowed, some shippers might not put sufficient straw in the car to protect the shipment from freezing, etc.

DAIRY RATES ATTACKED

The Interstate Commerce Commission has assigned its Docket No. 14702 to a complaint filed by the Minnesota Co-Operative Creameries Association, in which it is alleged that the freight charges for the transportation of butter and other dairy products from points in Minnesota to eastern cities are unjust and unreasonable.

Complainant asks for the establishment of a concentration rate or the fixing of a stopping in transit rule without charge where car is not taken out of train, and also relief from carriers’ charges for stopping shipments of butter tubs and salt for the purpose of partial unloading.

Hearing of this complaint will be held in the near future.

REFRIGERATOR CAR SERVICE

The Erie Railroad Company has announced that, effective on Monday, March 26, a carload and less than carload refrigerator service was inaugurated from Chicago, Ill., to Pittsburgh, Pa. This schedule calls for second morning delivery at Pittsburgh, the cars moving via the Erie to Creston, Ohio, thence Wheeling and Lake Erie Railroad, with Pittsburgh and West Virginia Railroad delivery. Further information concerning this service may be procured from the Executive Office or from W. L. Kendall, General Dairy Agent of the Erie Railroad, Chicago.

ROSTER

National Poultry, Butter & Egg Association

NOTE: Members should keep in mind that our Membership Ledgers—not this Roster—constitute the highest authority regarding every membership. Extra care is taken to see that every name and address is correctly shown in the Roster. But in making corrections and adding new names constantly it happens now and then that printers make new errors or leave out names or addresses inadvertently. Pressure of work in the Executive Secretary's office precludes checking the Roster with the Membership Ledgers before going to press every month, though this is done as often as possible.

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 O. OLIVER & SON, Madison.
 THOMAS OWENS, Angola.
 HENRY PFAU, 224 Ninth St., Jasper.
 THE PFEIFFER SALES Co., Logansport.
 RIFFERT BROS., Haubstadt.
 SCHLOSSER BROS., Frankfort.
 SHERMAN WHITE & Co., Ft. Wayne.
 A. B. STAHL, Oakland City.
 VAN BUREN PRODUCE Co., Van Buren.
 J. L. WILLIS & SON, Petersburg.
- Indianapolis**
- INDIANAPOLIS POULTRY Co.
 THE WADLEY Co., North St. & Canal.
- IOWA**
- AMES PRODUCE Co., Ames.
 A. BAIRD & SON, Lohrville.
 BELL-JONES Co., Davenport.
 BOOS PRODUCE Co., West Bend.
 BURLINGTON PRODUCE Co., Burlington.
 CENTRAL CITY PROD. Co., Central City.
 CHARLTON & BOWEN, Rolfe.
 CHEROKEE POULTRY Co., Cherokee.
 J. A. CROWTHER, Pocahontas.
 P. M. DAHLEM, Cascade.
 O. ELLINGSON, Webster City.
 C. A. ENGLISH, Hubbell Bldg., Des Moines.
 E. J. FARLEY, Monticello.
 C. ALVIN FOSSE, LaPorte City.
 TYNDALL N. FOSSE, Ridgeway.
 GIST. McDOWELL POULTRY & Egg Co., Spencer.
 M. J. GOODRICH, Strawberry Point.
 GOODRICH & GALLAGHER, INC., Waverly.
 E. C. GRADY, Reinbeck.
 M. & J. R. HAKES, Laurens.
 HALL PRODUCE Co., Sigourney.
 HANFORD PRODUCE Co., Sioux City.
 HANSEN PRODUCE Co., Maquoketa.
 F. H. HATCH Co., Edgewood.
 HAWKEYE PRODUCE Co., Brookdale Ave., Chariton.
 E. B. HIGLEY Co., 409 S. Federal St., Mason City.
 T. M. HOOPER PRODUCE Co., Chariton.
 HURD CREAMERY Co., Council Bluffs, Iowa.
 INDEPENDENCE PRODUCE Co., Independence.
 INDEPENDENT PRODUCE Co., 1801 W. 3rd St., Davenport.
 IOWA CITY PRODUCE Co., Market & Gilbert Sts., Iowa City.
 IOWA GRAIN & PRODUCE Co., Burlington.
 CARL T. IRISH, Nevada.
 JENSEN'S CREAMERY Co., Coon Rapids.
 W. E. KEENEY, Clarinda.
 A. R. LOOMIS & SON, Fort Dodge.
 LOVETT & DAVIS PROD. Co., Manchester.
 S. W. MAHON, Sigourney.
 MARSHALLTOWN PRODUCE Co., 213 Market St., Marshalltown.
- INDIANA**
- ADAMS PRODUCE Co., 203 S. Main St., Rushville.
 ATLAS PRODUCE Co., Lafayette.
 J. E. BEYER, Rochester.
 BAREFOOT PRODUCE COMPANY, Cowan.
 BLOOMFIELD ICE & PRODUCE Co., Bloomfield.
 E. E. BOGAN Co., Goodland.
 E. BRAUDE, Silver Lake.
 L. J. BRETZ, Huntingburg.
 CLOVER LEAF CREAMERIES, Huntington.
 DEARMIN & Co., Odon.
 DECATUR PRODUCE Co., Decatur.
 L. J. DELUCENAY, Ashley.
 R. L. DITZLER, Huntington.
 FEAR-CAMPBELL Co., Frankfort.
 GEO. FRESE'S SONS, Nappanee.
 FOUNTAIN PRODUCE Co., Veedersburg.
 F. H. GEORGE & Co., 116 W. Columbia St., Ft. Wayne.
 D. W. HARRIS Co., Green's Fork.
 HARRIS-HARDMAN Co., Richmond.
 HAVENS BROS., Ladoga.
 O. L. HOESE, Worthington.

J. D. MINIMUM, Clear Lake.
 JOHN MORRELL & Co., Ottumwa.
 E. G. MORSE, Mason City.
 NAGLE BROS. POULTRY Co., Marcus.
 MT. PLEASANT PRODUCE Co., Mt. Pleasant.
 J. H. NEIL CREAMERY Co., Tama.
 NEWTON PRODUCE Co., Newton.
 G. W. NICHOLSON & Co., Grand Junction.
 NICKLES & SON, Corydon.
 NORTHERN IOWA PRODUCE Co., McGregor.
 W. L. OGDEN & Co., 305 Pearl St., Sioux City.
 W. B. PARROTT Co., Manning.
 PERFECT PRODUCE Co., Solon.
 PETERSON BROS., 6th Ave. & River Front, Clinton.
 REISMAN Co., Oskaloosa, Iowa.
 W. S. REISTER & SON, Washington.
 FRED REUM & Co., 218 W. Water St., Decorah.
 H. S. RHYNSBURGER, 9th Ave., E., Oskaloosa.
 J. RUSSELL, Winfield.
 ST. ANSGAR PRODUCE Co., St. Ansgar.
 SCHEIDEL PRODUCE Co., Ossian.
 SHOTWELL & Co., Des Moines.
 J. A. SHANNON & SON, Iowa Falls.
 SHELDON PRODUCE Co., Sheldon.
 J. A. SILVER & Co., Stockport.
 R. D. SMITH, Swea City.
 UNION PRODUCE Co., Lorimor.
 E. B. WADE, Hubbell Bldg., Des Moines.
 WAYNE F. WALLER, Garner.
 WAVERLY PRODUCE Co., Waverly.
 WESCOTT & WINKS, Sumner.
 WILSON SHOTWELL Co., Perry.
 R. W. WINSLER, Moravia.
 WOLDUM PRODUCE Co., Decorah.

KANSAS

BEATRICE CREAMERY Co., Topeka.
 THE BELLE SPRINGS CRY. Co., Abilene.
 THE BLUE VALLEY PACKING Co., Marysville.
 J. E. BREWER, Box 226, Abilene.
 CONCORDIA CREAMERY Co., Concordia.
 ELLSWORTH PROD. Co., Ellsworth.
 FARMERS' PRODUCE Co., Burlington.
 J. F. GRENNAN PROD. Co., Garnett.
 T. JENSEN & BROS., Emporia.
 KANSAS EGG & POULTRY Co., Hillsboro.
 KANSAS ICE & STORAGE Co., Salina.
 A. S. KININMONTH & Co., Winfield.
 LATHAM & SONS, Ottawa.
 M. McMAHON, Beattie.
 MERRITT-SCHWIER CREAMERY Co., Great Bend.
 THE METZ PACKING Co., Concordia.
 PADEN & THOMPSON, Lyons.
 SALINA POULTRY Co., Salina.
 SCANTLIN BROS., Pratt.
 SEYMOUR PACKING Co., Topeka.
 STEWART POULTRY Co., Valley Falls.
 TOPEKA PACKING Co., Topeka.
 S. C. WALKER & SON PRO. Co., Smith Center.
 H. G. WARD PRODUCE Co., Glasco.

KENTUCKY

E. BOWERS Co., Paducah.
 N. F. BRENT, Paris.
 DAVIDSON BROS., INC., Glasgow.
 C. G. GAULT PROD. Co., Maysville.
 S. H. GRINSTEAD Co., Lebanon.
 HARRODSBURG ICE & PRODUCE Co., Harrodsburg.
 HAWKINS, SMITH, TOOHEY & Co., Shelbyville.
 S. F. HOLCOMB, Murray. Branches at Hol-low Rock, Tenn., and Parsons, Tenn.
 HULEN-TOOPS Co., Bowling Green.
 MALONEY DAVIDSON Co., 128 E. Jefferson, Louisville.
 MILLER BROS. & Co., Owensboro.
 GEO. P. TAYLOR Co., Burnside.
 ALVA WEST, Mgr. Star Produce Co., Maysville.
 H. WILSON & Co., Fordsville.
 J. P. WRIGHT, Salt Lick.
 HARVEY J. ZWICKER, Gen. Mgr. Frank Fehr Cold Storage Co., Louisville.

LOUISIANA

GOODMAN & BEER Co., INC., 400 Paydras St., New Orleans.
 A. S. KOTTWITZ & Co., 443 S. Peters St., New Orleans.
 JOS. LALA & Co., 534 French Mkt., New Orleans.
 JOS. SAMUEL Co., INC., 327 Paydras St., New Orleans.
 SOUTHLAND PRODUCE Co., 505 Travis St., Shreveport.

MARYLAND

BLATTER BROS., 119 W. Pratt St., Baltimore.
 HENDERSON, LINTHICUM & Co., 3 E. Camden St., Baltimore.
 E. E. HURLBURT, 3 Emerson Tower Bldg., Baltimore.
 ARTHUR MEDWEDEFF, 308 Law Building, Baltimore.
 JOHN POEHLMAN & SONS, 405 N. Washington St., Baltimore.
 JOSEPH SMELKINSON, 139 W. Camden St., Baltimore.
 DIXON R. SMITH & Co., 217 Hanover St., Baltimore.
 STEVENS BROS., 226 Charles St., Baltimore.

MASSACHUSETTS

CAMBRIDGE POULTRY Co., Cambridge.
 JAMES L. HUMPHREY, JR., New Bedford.
 GENERY STEVENS Co., Worcester.

Boston

ADAMS, CHAPMAN Co., 37 N. Market St.
 ALLEY GREEN & PIPE Co., 3' and 4 N. Market St.
 S. K. AMES, 168 Milk St.
 I. H. BALLOU & Co., 75 S. Market St.
 BARTLETT VARNEY & Co., 21 N. Market St.
 BATCHELDER & SNYDER Co., 49 Blackstone Street.

BOLTON & HICKS, 21 Merchants Row.
 BORST PIERCE Co., 9 Blackstone St.
 ALTON E. BRIGGS, Faneuil Hall Market.
 BRYANT & ORDWAY Co., 1 So. Side Faneuil Hall Market.
 S. L. BURR & Co., 74 So. Market St.
 CHAMBERLAIN & Co., INC., 25 S. Market St.
 CHAPIN & ADAMS Co., 35 S. Market St.
 HAROLD E. CORSON, Faneuil Hall Market, Fruit & Products Exchange.
 C. R. CORWIN Co., Faneuil Hall Market.
 CRAIG HAPGOOD Co., INC., 39 S. Market St.
 EASTERN BUTTER Co., 15 John St.
 EASTERN POULTRY & EGG Co., 77 Fulton St.
 G. A. FALES Co., 25 N. Market St.
 JOHN H. FARNUM & SON, 65 Clinton St.
 FOWLE, HIBBARD Co., 176 State St.
 GOLDSMITH-STOCKWELL Co., 27 S. Market Street
 GREEN & Co., 80 S. Market St.
 WM. J. HAIRE Co., 30 S. Market St.
 HILTON & ALDRICH Co., 40 S. Market St.
 RALPH H. HOSMER, 10-16 Faneuil Hall Mkt.
 H. A. HOVEY & Co., 30 Faneuil Hall Mkt.
 THE H. J. KEITH Co., 72 S. Market St.
 J. F. KIMBALL Co., 31 N. Market St.
 LAMSON & Co., 13 Blackstone St.
 G. M. D. LEGG Co., 33 S. Market St.
 LEWIS, MEARS Co., 33 S. Market St.
 A. & O. W. MEAD & Co., 35 N. Market St.
 A. E. MILLS & SON, 27 Commercial St.
 CHAS. E. MILLS, 19 Boston Fruit & Produce Exchange.
 P. F. QUINN, 31-33 Merchants Row.
 RADLO BROS. Co., 21-23 S. Market St.
 L. A. ROGERS Co., 70 S. Market St.
 SMILEY BROS., 5 Blackstone St.
 A. M. SMITH & Co., 31 Commercial St.
 STANDARD POULTRY & EGG Co., 37 Fulton St.
 CHAS. H. STONE & Co., 61 Chatham St.
 THORNDIKE & GERRISH Co., 19 N. Market Street.
 TITMAN EGG Co. OF MASSACHUSETTS.
 A. VALENTE & Co.
 T. H. WHEELER Co.
 E. E. WILSON Co., 7 Blackstone St.
 W. F. WYMAN & Co., 4 Faneuil Hall Mkt.

MICHIGAN

CADILLAC PRODUCE Co., Cadillac.
 THE N. A. HOBAN Co., 114-116 W. 1st Ave., Flint.
 HUGH M. HURD, Eaton Rapids.
 IONIA EGG & POULTRY Co., Ionia.
 KENT STORAGE Co., Grand Rapids.
 ROBT. PARK, Caro.
 J. T. RIDLEY, Greenville.
 WILLIAMSON BROS., Tecumseh.

Detroit

ALDERSON-HUARD Co., 480 Riopelle St.
 AMERICAN BUTTER & CHEESE Co., 480 Howard Ave.
 BENTLEY PRODUCE Co., 153 Monterey Ave.

CLARENCE J. CHANDLER, 1640 Penobscot Bldg.
 GEO. L. COLLINS & Co., 30 Market St.
 DETROIT BUTTER & EGG Co., 4301 Dequindre.
 GEO. R. ELDRIDGE Co., 2656 Eighteenth St.
 FALTIS POULTRY MARKET, 54 W. Elizabeth Street.
 HARRIS & THROOP, 777 Michigan Ave.
 J. W. KEYS COMM. Co., 2478 Riopelle St.
 C. H. LAHUE & Co., Eastern Market.
 F. J. SCHAFER & Co., 1462 E. High St.
 SCHILLER BUTTER & EGG Co., 654 Jos Campau.
 SMITH POULTRY & EGG Co., 26 Western Market.
 A. F. THIBODEAU & Co., 492 Howard Ave.
 TONER COMMISSION Co., 480 Riopelle St.

MINNESOTA

BACKMAN PRODUCE Co., Waterville.
 BENSON PRODUCE Co., Benson.
 BRIDGEMAN-RUSSELL Co., Duluth.
 CENTRAL MINN. PRODUCE Co., Willmar.
 E. B. DAVIS & Co., Spring Valley.
 SEYMOUR L. FOSSE, Lanesboro.
 HUTCHINSON PRODUCE Co., Hutchinson.
 JOHNSON PRODUCE Co., Cokato.
 F. J. KASPER Co., 310-312 N. Cedar St., Owatonna.
 LE ROY PRODUCE Co., Le Roy.
 LEVINE BROS., Duluth.
 LITCHFIELD PRODUCE Co., Litchfield.
 JOHN LYNARD, Owatonna.
 H. M. NOACK & SONS, Arlington.
 NO. AMERICAN CRY. Co., Alexandria.
 NORTHERN COLD STG. & WHE. Co., Duluth.
 PETERSON BIDDICK Co., Wadena.
 JOSEPH J. SCHATZ, Montgomery.
 J. W. SILL, Belgrade.
 STEUBE BROS., 118 N. Main St., New Ulm.
 STORK BROS., New Ulm.
 SUNDE & ROMINE, New Richland.
 GEO. D. TRACY, Tracy.
 WILLIAMS PRODUCE Co., Fergus Falls.
 WORTHINGTON CREAMERY & PROD. Co., Worthington.

Minneapolis and St. Paul

BOYD & HILBERT, 22 Central Mkt., Minneapolis.
 R. E. COBB Co., St. Paul.
 DE SOTO CRY. & PROD. Co., Minneapolis.
 EDWARDS BROS., 119 Sixth St., Minneapolis.
 FAIRFAX PRODUCE Co., 420 N. Third Ave., Minneapolis.
 J. H. KERSTEN & Co., Robert C. Kersten, Mgr., 204 Market State Bank Bldg., Minneapolis.
 MEAGHER & PARSONS, 5th St. North, Minneapolis.
 ROSS C. MORFORD, Market State Bank Bldg., Minneapolis.
 NORTHERN PRODUCE Co., St. Paul.
 J. W. PERRIN & SON, 29 Central Market, Minneapolis.
 SAMELS BROS. Co., Minneapolis.
 TILDEN PROD. Co., St. Paul.

MISSISSIPPI

REX PRODUCE Co., Myrtle.

MISSOURI

BLATTNER BROS. MERC. Co., Wellsville.
 A. F. BROCKMAN, Concordia.
 BROWNING FARMERS CLUB, Browning.
 W. L. DAVENPORT Co., 219 N. Jefferson St., Mexico.

W. C. ELLIS, Mountain Grove.
 GOODWIN & JEAN, Jackson.
 R. F. GRIFFITH, Fulton.
 HENDERSON'S PRODUCE Co., Monroe City.
 J. V. KESTERSON, Odessa.
 KUHN BROS. MERC. Co., Troy.
 W. D. LAW, Springfield.
 D. N. LIGHTFOOT & SON, Springfield.
 LINDLEY-BUSTER PROD. Co., Inc., Bucklin.
 MACON PRODUCE Co., Macon.
 J. H. MIKEL BRO. & Co., South Gifford.
 C. S. MILLER PRODUCE Co., Neosho.
 MISSOURI EGG & POULTRY Co., Box 164, Sedalia.
 E. OLIN & SON, 112 E. Lexington St., Independence, Missouri.
 RALLS COUNTY MERCANTILE Co., Center.
 S. D. RARDIN, Jr. & Co., Ridgeway.
 J. I. REED & SON, Bolivar.
 C. L. RHODES PROD. Co., Springfield.
 A. W. VANDERFORD, Clinton.
 A. B. WILKERSON, Aurora.
 WILLOW SPRINGS CRMY. Co., Willow Sprgs.

St. Louis

AMERICAN EGG & POULTRY Co., 501 N. 3rd St.
 H. B. BEATY, 408 Franklin Ave.
 BOHN-LENARTZ COM. Co., 714 N. 4th St.
 HY BOMZE, 817 N. Third St.
 HENRY BROEDER'S SONS COM. Co., 813 N. Third St.
 E. J. CRAMER COMMISSION Co., 709 N. 3rd St.
 DICKSON & SONS, 837 N. Third St.
 A. A. EASTON Co., INC., 931 N. Broadway.
 ENTERPRISE COMMISSION Co., 925-927 N. Broadway.
 BRUNO FRANZ SONS, 919 N. Broadway.
 OSCAR B. FRANZ COM. Co., 417 Morgan St.
 WALTER B. FRANZ & Co., 810 N. Fourth St.
 JOHN FREY & Co., 420 Wash St.
 FRISCO COMMISSION Co., 800 N. Fourth St.
 GREENLEE PRODUCTS Co., Lewis & O'Fallon Sts.
 FRED HEGER, 419 S. Franklin Ave.
 THE HICKEL Co., 1018 N. Broadway.
 HILMER COMMISSION Co., 822 N. Third St.
 HOFMANN BROS. PRODUCE Co., 700 N. 2nd St.
 H. W. KUEHAUS, 419 Franklin Ave.
 B. LANDAUER, 907 N. Fourth St.
 LOPATO BIERMAN COM. Co., 811 N. Third St.
 E. L. LYNCH POULTRY Co., 807 N. 4th St.
 CHAS. P. MANN & Co., 713 N. 3rd St.
 ARNOLD MATTER COM. Co., 704 N. 4th St.
 E. B. MCKEE COMMISSION Co., 717 N. 3rd St.
 McLAIN-ALCORN COM. Co., 701 N. 3rd St.
 MEYER BROS. COMMISSION Co., 816 N. 3rd St.
 NIEMEYER-BUCHMUELLER COM. Co., 816 N. 3rd St.
 PROGRESSIVE COMMISSION Co., 803 N. 3rd St.
 A. A. REHBEIN, 220 Market St.
 GEO. F. RICKER & Co., 716 N. 2nd St.
 ST. LOUIS BUTTER Co., 821 N. Third St.
 SCHEITLIN & HOFFMAN, 820 N. Third St.
 L. J. SCHULTE COM. Co., 824 N. Third St.
 SCHUMACHER COMMISSION Co., 700 N. 3rd St.
 UHRIG BROS., 812 N. Fourth St.
 BURT WOODSON COM. Co., 933 N. Broadway.
 ZELLE BROS. PROV. & COM. Co., 702 N. 3rd St.

Kansas City

AARON POULTRY & EGG Co.
 J. M. ADAMS, 319 Produce Exchange Bldg.
 C. J. AUS, 211 Produce Exchange Bldg.
 A. W. BEAR COM. Co., 117 E. Fourth St.
 RALPH HURST & Co., 115 E. Fourth St.
 S. J. HURST, 515 Grand Ave.
 MERIDEN CREAMERY Co., 21st and Central Sts.
 J. W. REYNOLDS, Prod. Exchange Bldg.
 CARL C. STENTZ, 203 Produce Exchange Bldg.
 SPENCER PRODUCE Co., 14 West 4th St.

NEBRASKA

HENNINGSEN PROD. Co., Superior.
 C. MOZER, Box 495, Lincoln.
 NELSON BROS. POULTRY Co., Lincoln.
 NORFOLK POULTRY Co., 403 N. 3rd St., Norfolk.
 THOMASSEN PRODUCE Co., Humphrey.
 WAHOO PRODUCE Co., 301 East 5th St., Wahoo.
 YORK PRODUCE Co., York.

Omaha

GEO. E. CLARK, 1327 W. O. W. Bldg.
 FAIRMONT CRY. Co., 12th & Jones Sts.
 THE JERPE COMMISSION Co., 422 11th St.
 KIRSCHBRAUN & SONS, INC., 9th and Dodge Sts.
 OMAHA COLD STORAGE Co.

NEW JERSEY

AMMON & PERSON, 4th and Henderson Sts. Jersey City.
 M. AUGENBLICK & Bro., 16 Commerce St., Newark.
 ROBT. L. BEYER, 1915 Atlantic Ave., Atlantic City.
 COLUMBIA CHEESE Co., 85 Commerce St., Newark.
 DEBOW & Co., 32 Commerce St., Newark.
 BARNETT GABRIEL, c/o Great Atlantic & Pacific Tea Co., Jersey City.
 GUARANTY EGG CORPORATION, 197 Market St., Newark.
 GERHARD & PAGELS, 218 N. Willow St., Trenton.
 GUDE & COLE, INC., 102 Mulberry St., Newark.
 ADAM HEBELER & Co., 46 Commerce St., Newark.
 GUS LUDWIG, c/o Great A. & P. Tea Co., Jersey City.
 WILKINSON, GADDIS & Co., 85 Parkhurst Newark.

NEW YORK

DAVIS & PELTON, 152 Baldwin St., Elmira.
 THE LAWLOR & Cavanaugh Co., Troy.
 Jos. A. MINST, 359 Broadway, Albany.
 EDWARD D. VINAL, 202 North West St., Syracuse.
 WM. S. RILEY Co., Scott Place, Rochester.
 W. J. SKILLICORN, Albany.
Buffalo
 BREDEBERG BROS., 96 W. Market St.
 RAYMOND S. CLUM, 101 Columbia St.
 JACOB DOLD PACKING Co., 745 William St.
 GOLDSTEIN & LIPPMAN, 165 Scott.
 HICKMAN & COWARD, 150 Michigan Ave.
 CHAS. E. ROESCH, 10 Broadway Mkt.

SATULOFF BROS., 145 Michigan St.
F. F. STONE, 98 W. Market St.
WALTER A. TUTTLE, 55-57 E. Market St.
J. M. WATTLES & SON, 152 Michigan St.
FRANK E. WATTLES & BRO.
WAX & SUGARMAN, 159 Michigan St.
WM. C. WILL, 163 Scott St.

New York City

C. F. ADAMS & Co., 13 Harrison St.
ALBERT & GERBER, 315 Greenwich St.
E. S. ALPAUGH & Co., 18 Bloomfield St.
ARMSTRONG & HESSE, 330 Greenwich St.
HARRY ATLAS, 360 Greenwich St.
JUAN A. BABCOCK, 168 Duane St.
E. R. BALZER, 220 Greenwich St.
F. C. BARGER & Co., 158 Franklin St.
H. BEHRMAN & SONS, 366 Washington St.
BERMAN & BAEDACKER, Inc., 28 Thirteenth Ave.
NATHAN BLACKMAN, 362 Greenwich St.
DANIEL P. BOEHM, Inc., 331 Washington St.
JOHN H. BORGER & Co., 134 Reade St.
GEO. G. BROWN, W. Washington Mkt.
S. S. BROWN Co., 43 Jay St.
BROWN & ROOT Co., 165 Reade St.
BRYAN DUVAL Co., Inc., 105 Hudson St.
C. T. BULLARD & Co., 171 Duane St.
BUTTS & MILLER Co., 325 Washington St.
CENTRAL GROCERY Co., 150 Reade St.
CHELSEA LIVE POULTRY Co., 39 Loew Ave.
CHAS. COLLINS Co., 1 13th Ave.
COLONIAL BUTTER & Egg Co., Greenwich St.
GEORGE COOK, JR., 329 Washington St.
F. M. COUGHLAN & SON, 172 Duane St.
GEO. E. CUTLER, 331 Greenwich St.
CHARLES DEUTSCH, 319 Greenwich St.
DE WINTER & STEWART, Inc., 321 Washington St.
DROSTE & SNYDER, 177 Duane St.
DU MOND & FELTEN, Inc., 325 Washington St.
N. DURHAM & SONS, 313 Washington St.
LEWIS EBERT & SONS, 151 Reade St.
W. W. ELZEA, Inc., 327 Washington St.
THE ENGEL Co., 123 Barclay St.
ENYARD & GODLEY, Inc., 171 Duane St.
FARMERS COMMISSION HOUSE, 27 Harrison St.
FICKEN, COFFIN & Co., 168 Duane St.
FITCH, CORNELL & Co., 16-18 Jay St.
SAMUEL FLECK & Co., Inc., 48 Bloomfield St.
JULIUS FLEISCHL, 514 Westchester Ave.
J. C. FORD & Co., Inc., 368 Greenwich St.
FOX RIVER BUTTER Co., 78 Hudson St.
I. FOX SONS, Inc., 194 Green Place, Brooklyn, N. Y.
SOL FRANKEL, W. Washington Mkt.
J. GEWIRTZ, 303 E. 4th St.
GOTTFRIED-MARSHALL Co., 142½ Reade St.
A. GROSSMANN & Co., 153 Reade St.
GUDE BROS., KIEFFER Co., 21 Jay St.
H. HAGEN & Co., 81 N. Moore St.
HANCE BROS. Co., W. Washington Mkt.
W. H. HENNEBERGER, Inc., 329 Greenwich St.
JOSEPH J. HEROLD, 17 Harrison St.
GEORGE F. HINRICHS, Inc., 341 Washington St.
WM. J. HINRICHS, 423 W. 14th St.
HODUPP EVANS COMPANY, Inc., 7 Harrison St.
AD. HONIGSBERG & Co., 300 Greenwich St.
CHAS. B. HOVEY, W. Washington Mkt.
JEWELL BROS., W. Washington Mkt.
JEWELL KOENIG & Co., W. Washington Mkt.
T. W. JOHNSON, 361 Washington St.
HUGO JOSEPHY & SONS, 448 West 14th St.
BENJ. KALMANSON, 310 Greenwich St.
KASSEL POULTRY Co., W. Washington Mkt.
J. J. KILCOYNE Co., Inc., 360 Washington St.
J. M. KLEIN, 329 Washington St.
KOSSAR & Co., W. Washington Mkt.

CHRISTIAN H. KOSTER, 863 Washington St.
KURTIN & KURTIN, 305 Greenwich St.
LAMBLY & ALPAUGH, 18 Harrison St.
LASS & COHEN, 450 W. 14th St.
GUSTAV F. LAWRENCE, 6 Harrison St.
LEWIS MEARS Co., 127 Reade St.
W. H. MAPES, 137 Reade St.
THOS. J. MAY Co.
C. F. MCGUIRE, 13 Harrison St.
A. E. McMULKIN, 201 Franklin St.
CHAS. P. MECABE & SON, 17 Jay St.
SAMUEL MIERFELD, 3 Harrison St.
ALEX MERSEL, 191 Duane St.
MOTTUS BROS., W. Washington Market.
SAM NAGLE, W. Washington Market.
J. NARZISENFELD, 24-26 Harrison St.
J. NEUGEBOREN & SONS, 19 Harrison St.
JAS. N. NORRIS, W. Washington Mkt.
FRED D. OETJEN, 339 Washington St.
B. W. OTIS & Co., W. Washington Mkt.
A. PAUL, JR., & Co., West Washington Mkt.
WM. WALLIS PEARSON, 45 Grace St.
H. T. POND Co., 361 Washington St.
C. L. POOLE & Co., 15 Harrison St.
I. C. POPPER, 171 Duane St.
S. A. RAUSCH, 334 Greenwich St.
G. M. RITTENHOUSE & Co., 23 Jay St.
S. ROSENFELD Co., 49 Chambers St.
HARRY ROSENSTEIN, Inc., W. Washington Market.
M. ROTH & Co., 185 Duane St.
THOS. H. ROULSTON, 101 Ninth St., Brooklyn.
JOHN H. RUSCH, 188 Duane St.
SAAL BROTHERS, 181 Duane St.
CHESTER E. SAXTON Co., Inc., 11 Harrison St., N. Y. C.
C. SCHULTZ, Inc., 32 Jay St.
LOUIS J. SCHWAB, W. Washington Mkt.
NATHAN SCHWEITZER Co., 409 W. 14th St.
SECKEL & KIERNAN, 361 Greenwich St.
R. B. SHIMER & Co., 332 Washington St.
A. SILZ, 416 W. 14th St.
STEERS & MENKE, West Washington Mkt.
H. E. STOUT Co., 317 Washington St.
J. D. STOUT & Co., 19 Jay St.
JOSEPH SULTAN, 148 Reade St.
B. TITMAN Co., 94 N. Moore St.
GEORGE TRACHTENBERG, 360 Greenwich St.
TRELEASE & UNDERHILL, 333 Greenwich St.
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1922-1923

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J. M. Klein.....	329 Washington St., New York City
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EXECUTIVE OFFICE	
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H. F. Jones.....	Executive Secretary

ADVISORY COUNSEL

Chas. E. McNeill.....	325 W. So. Water St., Chicago, Ill.
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If you don't know the improved SELF-LOCKING EGG CARTONS, you lose! and we lose!

You lose because the new SELF-LOCKING EGG CARTONS, by improved design and methods of manufacture, offer you the advantages of time saved and the least amount of effort required in the daily output of cartoned eggs. The patented automatic center-board locks; the interlocking cover; the quicker, easier set up; improved methods of stacking cartons, etc., are some of the advantages you are invited to investigate.

Such investigation will pay YOU and it will pay US.

SELF-LOCKING CARTON COMPANY

591 East Illinois Street - - - - CHICAGO

VISITORS IN TOWN ARE CORDIALLY INVITED TO INSPECT OUR NEW FACTORY

STANDARD WAREHOUSES FOR

EGG STORAGE

UNDER EXPERIENCED AND SUCCESSFUL MANAGEMENT our warehouses have satisfied the most critical egg merchants for many years

UNION TERMINAL COLD STORAGE CO.

JERSEY CITY, N. J.

Located on Main Lines of ERIE R. R. and D. L. & W. R. R.
Track connections with all railroads

MANHATTAN REFRIGERATING CO.

Gansevoort and West Washington Markets

NEW YORK CITY

on tracks of New York Central Railroad

KING'S COUNTY REFRIGERATING CO.

WALLABOUT MARKET :: BROOKLYN

Modern Equipment — Proper Temperatures — Low Insurance
Unequalled Railroad Facilities — Ideal Location for Selling
and Distribution — Liberal Advances

GENERAL OFFICES

525 WEST STREET
T. A. ADAMS

NEW YORK CITY
R. A. ADAMS

A Timely Warning from Headquarters

Mr. H. F. Jones, Executive Secretary of the National Poultry, Butter and Egg Association, issued the following warning to Kansas, Minnesota, North and South Dakota egg dealers about the middle of January:

"Official Egg Inspectors draw attention to the fact that cars of eggs, chiefly from Kansas, although some are coming from Minnesota and the Dakotas, where the fillers are made of such faulty material that they (the inspectors) claim the flats and fillers become like blotting paper when in storage. The fillers have no strength whatever, curl over at the edges, and do not lend the proper protection to the eggs. There are going to be very serious objections when the storage season starts, to their accepting eggs packed in such fillers.

"In addition to the above trouble, you will experience if you use inferior fillers, the railroads will penalize you by way of a higher freight rate. To get the lowest freight rate where you pack your eggs with honeycomb fillers and flats, such honeycomb fillers and flats must comply with the following specifications:

"All flat dividing boards and tray fillers must be of wood pulp board or hard calendered strawboard, weighing not less than three and one-half pounds to the set of ten trays and twelve dividing boards."

We DO Guarantee Our Fillers

to conform with the railroad specifications; as a matter of fact, they ***go much further*** than these requirements in both quality and weight—and in addition, they have the

"DOUBLE LOCK" FEATURE

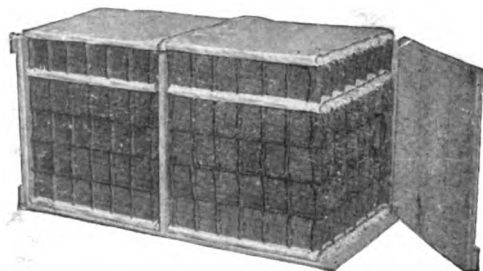
which doubly insures against sagging out of shape.

The use of Cherry Double Lock Fillers together with Excelsior Pads case has practically ***abolished*** breakage.

Cherry Fillers withstand the moisture of iced shipping and cold storage.

SEND FOR SAMPLE

J. G. CHERRY COMPANY
CEDAR RAPIDS IOWA
St. Paul, Minn. Tama, Iowa. Peoria, Ill.



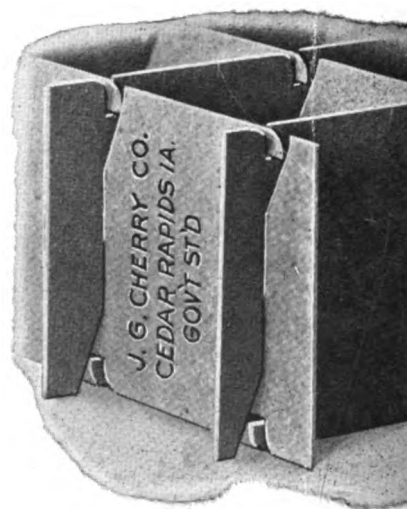
Get a Guarantee

"To avoid above troubles and others which will occur to you, you should make your purchase of flats and fillers from reputable supply houses and have them guarantee to you that the flats and fillers they deliver to you will comply with railroad specifications.

"If you have already had trouble from the above causes, give me the name and address of the person from whom you purchased the flats and fillers which caused you trouble.

"I am sending copies of this circular to the trade journals, the manufacturers of flats and fillers, the cold storage companies and the Secretaries of the State associations who are members of this Association. This circular should be given the widest publicity in trade circles.

"A little care on your part at this time will save you great losses."



The NATIONAL POULTRY · BUTTER · & · EGG · BULLETIN

MAY

Volume 7



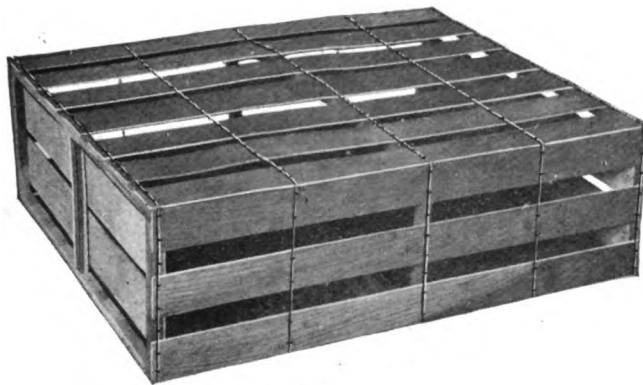
1923

Number 8



O. I. CLEVINGER

Light Shipping Coops



It won't be long now and you will be needing some for your early shipments—

HAVE YOU TRIED OURS?

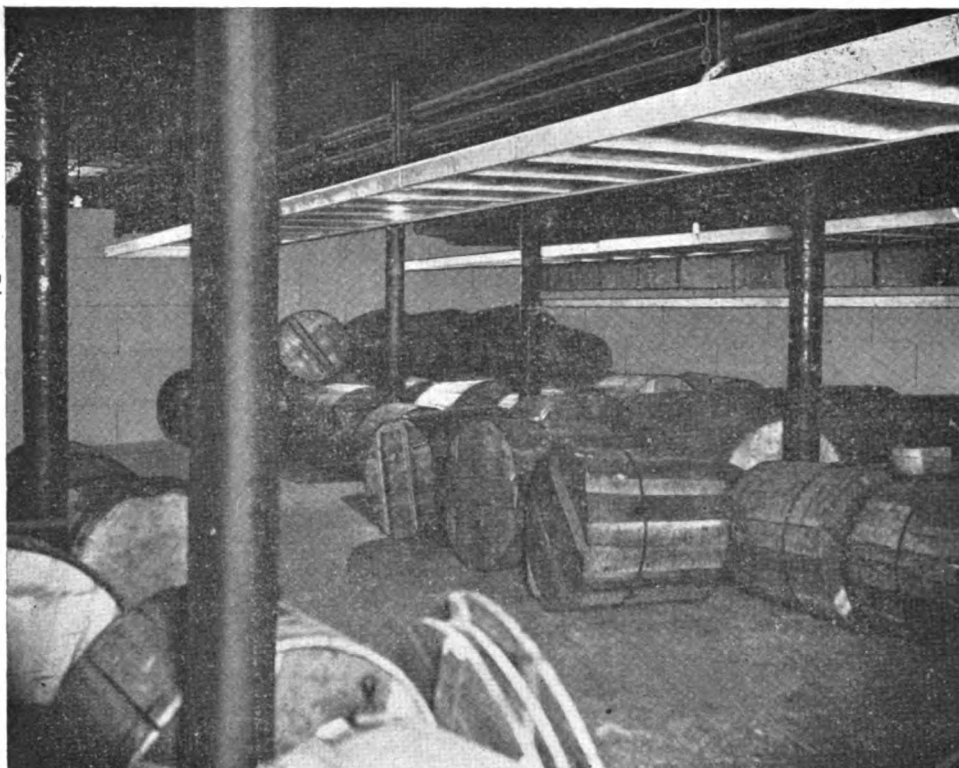
The most economical and safest light weight Shipping Coop produced.

ECONOMICAL — Because it costs less, holds 25% more poultry and holds down transportation charges.

SAFE—Because it is “Made Right” of sound material and only coop of its kind that has centre support.

“Buy the Man Behind the Supplies”

216 W. So. Water Street
CHICAGO



*Cheese room
insulated with
Nonpareil
Corkboard—a dry,
clean,
wholesome room.
Phenix Cheese
Company,
Monroe, Wis.*

“Step In and Look Around”

IF your cold storage rooms are properly insulated with Nonpareil Corkboard they will stand the most critical inspection; they will be dry and sweet, free from mold and musty odors. Damp, moldy rooms are a source of constant annoyance and loss. They are the result of faulty insulation—unsuitable material, inadequate thickness or improper erection.

For exactly the same reasons that the big cold storage warehouses in the cities use Nonpareil Corkboard, you need it for your butter, egg and cheese rooms. Nonpareil Corkboard keeps out the heat and Nonpareil Corkboard stays dry. It maintains the uniform low temperature and clean, wholesome conditions essential for the safe storage of dairy products.

Whether you are building new rooms or remodeling old ones, consult the Engineering Department of this Company. They will help you with information and suggestions that will make the successful operation of these rooms a certainty—not a gamble.

Write for “Small Cold Storage Rooms,” a 36-page book on the insulation of butter and cheese rooms. It will be sent free of charge

ARMSTRONG CORK & INSULATION COMPANY

155 Twenty-fourth Street

Pittsburgh, Pa.

Also manufacturers of Nonpareil Cork Covering for brine and ammonia lines, coolers, tanks and cold surfaces generally; Nonpareil High Pressure Covering for steam lines, feed water heaters, boilers, etc.; Nonpareil Insulating Brick for boiler settings, furnaces, ovens, etc.; Nonpareil Cork Machinery Isolation for noisy machines, and Linotile and Armstrong's Cork Tile for floors in offices, residences, etc.

Nonpareil Corkboard Insulation

For Butter and Cheese Storage Rooms

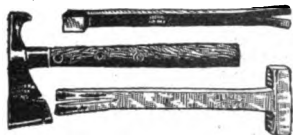


The Buyer's Page



We carry a full line of shipping packages, package tools, parchment and other goods used by the manufacturer, dealer and handler of dairy products. Prompt shipments at reasonable prices from our complete stocks.

Duffy Package Tools

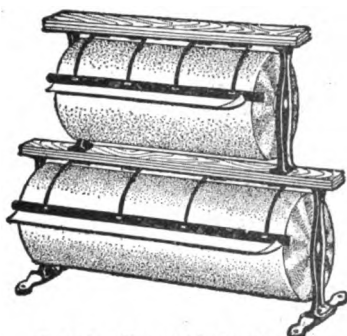


Specially designed for the Commission Merchant. Best grade of metal and tempered just right.
No. 04 Box Opener, 8 in.. \$0.90
No. 7 Hatchet 2.50
No. 2 Box hammer, 9 in.. .90

Acme Egg Case Straps



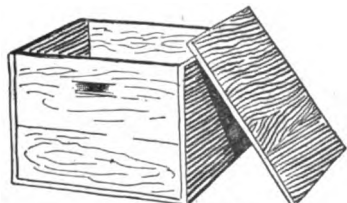
Required by railroad companies on all used or second-hand cases.
In bundles of 100 pairs..... \$1.56
10 bundle lots, per bundle..... 1.42
25 bundle lots, per bundle..... 1.33
50 bundle lots, per bundle..... 1.28
100 bundle lots, per bundle..... 1.21



Genuine Vegetable Parchment



Printed Butter Wrappers



Poplar Wood Shipping Boxes



Marzoff Box Scraper



Stock Butter Cartons

Genuine Vegetable Parchment

We furnish both the rolls and the holders. Standard rolls are 9" in diameter and 9-12-13-15-18-20-24-30 and 36 inches in width. Rolls made from 30 lb. paper. Prices on request. We can also furnish a complete supply of all standard sizes of squares and circles used in the dairy industry.

Tub Fasteners

A full assortment. Cut shows our STANDARD ECLIPSE 2-nail Tub Fastener. This also comes in the 4-nail and the extra heavy. 1000 in package.

1,000..\$1.95 per M	10,000..\$1.85 per M	50,000..\$1.75 per M
5,000.. 1.90 per M	25,000.. 1.80 per M	100,000.. 1.70 per M

Extra heavy, 35c per M more. 4-nail, 50c per M more.

Tub Liners

10, 29, 30, 40 and 63 lb. Parchment Tub Liners in Stock.

Printed Butter Wrappers

We have excellent facilities for turning out butter wrappers for ¼-lb., ½-lb., 1-lb., or 2-lb. prints. If you want good service, good work and quick deliveries at the right prices—send us your orders.

Parchment Squares

We carry a complete stock of all sizes of wrappers, box liners, head wrappers used by the dairy trades. If we haven't your special size we will cut it for you.

Poplar Wood Shipping Boxes

A large stock of both poplar and spruce shipping boxes enables us to make lot shipments in any quantity at prices in line with present costs. Shipped "knocked down." Capacity runs from 12 lbs. to 100 lbs.

Marzoff Box Scraper

(Just Like Your Safety Razor—Simply Reverse Blades When Dull.) Complete as illustrated, including card with 12 blades (24 keen cutting edges), only \$2.00. Additional blades, 1 doz. on card (24 cutting edges), by mail \$1.00.

Cheese and Butter Triers

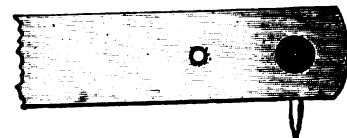
Full assortment for every need. Cheese triers, 5 to 6 inch, all prices, from 50c to \$3.35. Butter triers, 12 to 24-inch, \$1.10 to \$5.85 each. Write for prices on special Rosewood and Ebony handles.

Stock Butter Cartons

For immediate shipment and at attractive prices we can supply nearly a dozen different brands of stock printed butter cartons. Use stock printed cartons when you run short of cartons; when you must supply some customer with a special brand; when you have an "off" grade of butter to sell; or when requirements are too small to afford special printed cartons.

Corrugated Fiber Butter Boxes

Dust proof, theft proof, insulated shipping boxes—better, neater and cheaper than wood—keep contents of box in sweet, cool condition. Saves time in packing; requires no parchment liners. Capacity 2, 3, 5, 6, 10, 15, 20, 30 and 50 lbs.



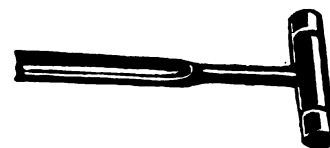
Tub Fasteners



Tub Liners



Parchment Squares



Cheese and Butter Triers



Corrugated Fiber Butter Boxes

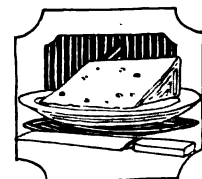
Twin City Branch—2490-2494 University Avenue, St. Paul, Minn.

A.H. Barber-Goodhue Company

(Formerly A.H. Barber Creamery Supply Co.)

Home Office
300 W. Austin Ave.,
Chicago

Twin City Office
2490 University Ave.,
St. Paul



PRESTIGE

That prestige cannot be built upon false virtue is an accepted fact. If the "**CENTRAL**" did not continually maintain a strict standard of **Dependable Service** it would quickly lose the unique prestige that brings tons of every commodity to its doors daily.



A Great Storage Service in the Heart of a Great Market

SERVICE

EXPERIENCED MANAGEMENT

::

FINANCIALLY RESPONSIBLE

Modern Warehouses — Proper Temperatures
Unequalled Railroad Facilities — Ideal Location for Selling and Distributing
Liberal Advances

Central Cold Storage Co.

Kinzie and Dearborn Sts.

Chicago

D. P. KENNEDY, Manager

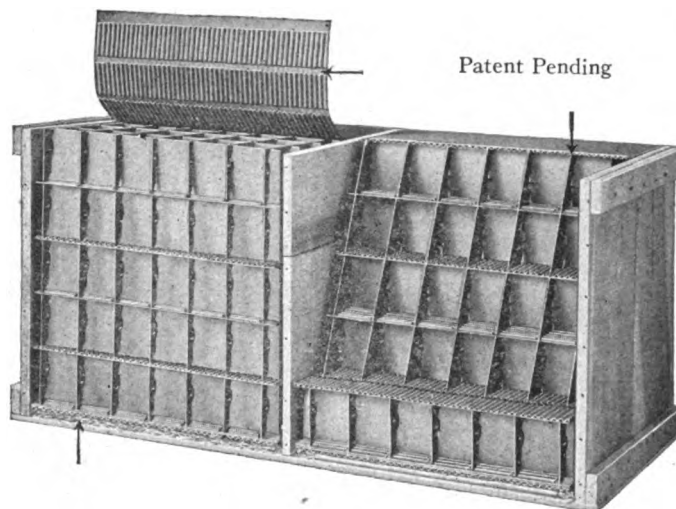
L. M. JOHNSON, Superintendant

F. J. McCANN, Ass't Treasurer

Does Not Deviate From a Single Action in the Present System of Handling Eggs

**Read what a Receiver has to say regarding a car of
eggs which was loaded promiscuously with Cushion-
Locked-Pads and the Six Excelsior Pad Pack**

CUSHIONED —
To protect eggs from
Vertical Shocks



LOCKED —
To prevent Shifting
of Fillers in the Egg
Case

A. M. DUBIN

Office With

SAAL BROS. : Butter and Eggs

181 Duane Street, New York

April 6, 1923

The Cushion Locked Pad Co.,
208 N. Wells St.,
Chicago, Ill.

Dear Sirs:

Answering your favor of the 3rd., instant, will say the following: "Late last summer while I was connected with Droste & Snyder we received a car of eggs packed by the Northern Iowa Produce Co., McGregor, Ia." That car arrived in damaged condition, after opening the car on the dock we found twenty odd cases more or less broken, while opening the cases our men noticed that the greatest number of cases in this car was packed with a flat corrugated on one side, (for the filler to fit in, so that it keeps the filler from shifting). I have since learned that they are called Cushion Locked Pads and made by the Cushion Locked Pad Company, Chicago, Illinois.

Wish to state that all the damaged eggs in the car above mentioned were those that were packed with the ordinary flats and six excelsior pads, while there was not a single case in any of those that were packed with cushion locked pads that showed any trace of damage. These cases had excelsior pads on top and bottom and cushion locked pads throughout the case. To my best conviction had it not been for the cushion locked pads the damage would have been much more serious. With this demonstration I am more than satisfied that the Cushion Locked Pad is the most efficient yet offered to the egg trade for the elimination of breakage in transit.

I shall endeavor to advise all those with whom I do business to discontinue using the excelsior pads underneath the fillers, and instead to use cushion locked pads to take place of the regular flats throughout the entire case with excelsior pads on top and bottom.

Wishing to congratulate you with your simple but practical and most valuable invention, I am

Very truly yours,

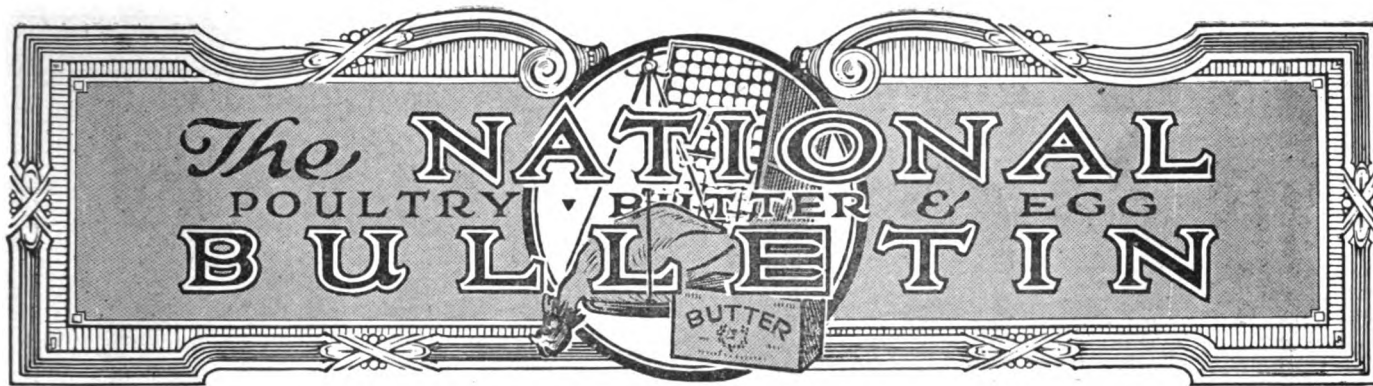
A. M. Dubin.

AMD:LS

Write for Free Sample of Pads .

CUSHION-LOCKED-PAD COMPANY

208 N. Wells St., CHICAGO, ILL.



The Educational Campaign

To the Members:

The movement to encourage the interest of school children in the Cold Storage Enterprises, which was launched at the last annual convention of the National Poultry, Butter and Egg Association has already attained considerable proportions, and during the entire winter the Executive Offices received letters from school children, requesting such information as would enable them to write essays on the subject. In addition to these requests, others were received from employees of the Food Departments of various States, asking for copies of the address made by the Executive Secretary to the Farm Boys and Girls at Hotel Sherman and already this address has had a wide circulation, so that up to the moment I feel encouraged at the interest shown.

To enable members of the 'National' to get an idea of what school children think of Cold Storage, I have asked the editor of the 'Bulletin' to reproduce in this issue several essays by children, who attended the Cold Storage Banquet, tendered by several Cold Storage Warehouse Companies at Hotel Sherman on December 7th.

The interest of Farm Boys and Girls has been demonstrated and they will continue to learn more on this subject, because their curiosity has been aroused and I would now like to see some agency come forward and undertake to do more educational work among the city children.

Yours very truly,

A handwritten signature in cursive script, reading 'Henry Pfeiffer'.

President.

Logansport, May 4, 1923.

EGG CASES

“Only One Kind—The Best”

Cottonwood stock, manufactured strictly under
railroad standard requirements

THIRTY-FIVE YEARS' experience in serving the Egg Case
Trade of the entire country has established
the symbol

A-T-Co.

As a standard for QUALITY in egg cases

“Quality Goods should be shipped in Quality Cases”

**“A REQUEST WILL BRING A QUOTATION”
AMPLE TRUNK LINE FACILITIES
PROMPT SHIPMENTS**

ANDERSON-TULLY COMPANY
Memphis, Tenn.

J. G. CHERRY CO., Cedar Rapids, Ia., Tama, Ia., Peoria, Ill., St. Paul, Minn.
Sales Representatives

Tentative U. S. Classes, Standards and Grades of Eggs

Proposed by the U. S. Bureau of Agricultural Economics

It is not necessary to present argument for the standardization and grading of eggs for market in accordance with National Standards, for it is every where recognized that standardization of any farm product is conducive to greater efficiency and economy in marketing. The real problem confronting producers, dealers, shippers and distributors often is—"How shall we standardize and grade—what rules shall we follow," and until uniform standards and grades are established and simple, clear, concise rules are adopted, there will continue to be much lack of understanding also proper practice in standardizing and grading eggs for market, with attending confusion and avoidable losses.

The U. S. Department of Agriculture has established standards and grades for butter, cheese, cotton, corn, oats, potatoes, wheat and other farm products. It has also undertaken to establish practical commercial standards and grades for eggs suitable for use in marketing them on a quality basis.

The purpose of this circular is to present briefly the results of studies in egg standardization, for consideration and constructive criticism of members of the egg industry so that the final standards and grades established by the Department may be adapted to most practical use in trade channels. The views and suggestions of the industry will be welcomed on the various phases presented in this circular.

Classes of Eggs

In the marketing of eggs it has been quite a customary practice to use classifying terms indicative of the source or locality of production and suggestive of the possible quality of the eggs. As these terms have not been clearly defined and are not fully descriptive of quality, they have been susceptible of misuse, which has led to continuous confusion as to what constitutes real quality. The establishment of definite standards for determining quality and the candling and grading of eggs in accordance with these standards should make it unnecessary to employ a multiplicity of class terms intended to indicate quality in eggs, since the real or actual quality would be determined by strict application of rules for grading and inspection and by applying grade terms accordingly. It should make little difference whether an egg is a "Near-by Pennsylvania," "Near-by New York" or a "Pacific Coast Extra" if it is of real "Extra" quality; or whether it is a First from Missouri, Iowa, Northern Illinois or Northern Ohio if it has the full quality of a real "First." There may be little or no difference between a so-called "Hennerly Quality" egg and a "Fresh Gathered Farm Flock" egg, and the class terminology would be greatly simplified by using a term descriptive of quality, such as "Special" or "Extra," where the quality is the same or by calling the one a "Special" and the other an "Extra," as the case may be, where there is a discernable difference.

The lack of a strict grading of eggs at shipping points in the past has resulted in the shipping to market or rather loosely graded or ungraded lots of eggs which the market receivers have had to recandle and grade before placing them into jobbing channels of trade. These shipments as received in the markets in wholesale channels have furnished the basis of wholesale prices and because of the fact that the eggs from one section averaged better than from another it has seemed necessary

to establish separate quotations on eggs from different shipping sections to properly represent the different values of the eggs shipped from each, loosely or strictly graded or ungraded as they were found to be. Dealers and shippers at country shipping points could therefore be important factors in bringing about standardization of eggs according to quality by employing strict rules and grading eggs into various lots according to established and accepted grades of quality before shipment.

It may be necessary to employ terms descriptive of the style of packing such as "Storage Packed" and to make distinction between fresh and storage eggs, especially in reporting movement of stocks, but a fresh egg of "Extra" quality and a storage egg of "Extra" quality, where both are free from undesirable flavors, should not require separate classification as to grade.

In establishing Federal or U. S. Grades for eggs it is not proposed therefore to give recognition to the existing numerous classes of eggs by establishing official definition for them, since a strict basis of grading and inspection will make it possible to eliminate most of these classes.

Standards and Grades for Eggs

Quality in eggs is indicated principally by condition of the shell, air cell, albumen and yolk and by development of the germ or blastoderm. With these quality factors, there must be considered the factor of flavor in determining edible quality. Flavor, however, is closely related to the condition of the other factors and as eggs are merchandized mostly in sound shells, it is impossible to make a close examination of flavor. It is generally assumed therefore that the flavor is satisfactory, unless the eggs show evidence of possessing abnormal flavor characteristics.

Size, color and weight are not indicative of edible quality in eggs. These factors however, may have considerable influence upon the market value of eggs, depending upon the particular preference which certain consumers may express. It is desirable therefore in packing eggs to employ these factors in sorting them, so that greater uniformity in size, color or weight may be obtained in each separate lot within the grade.

The important quality factors to be considered and given major consideration in establishing grades of eggs are shell, air cell, albumen, yolk and development of the germ. Therefore, it is proposed to establish standards for each of these quality factors and to base the grades upon these standards. Each grade would thereby represent a definite quality determined by the standards established for each quality factor.

Tentative U. S. Grades of Eggs

It is proposed to establish the following U. S. grades for edible eggs. Five grades for eggs of sound clean shells as follows:

(1) U. S. Specials; (2) U. S. Extras; (3) U. S. No. 1; (4) U. S. No. 2 and (5) U. S. Culls.

Two grades for eggs of sound dirty shells as follows:

(1) U. S. Dirties No. 1 and (2) U. S. Dirties No. 2, and one grade for eggs of cracked shells, viz. U. S. Checks.

The standard condition of each quality factor permitted or required in each grade with tolerance or percentage of eggs of a lower grade is clearly indicated in the following chart of tentative U. S. Grades.

Chart of Tentative U. S. Grades of Eggs

U. S. Specials (a tolerance of 3% of U. S. Extras and 2% of U. S. No. 1 permitted): Shell, clean, sound and strong; air cell, localized, regular, 3-16 in. depth or less; yolk, dimly visible; white, firm and clear; germ, no development; size, uniform; color and weight, (as marked on the package).

U. S. Extras (a tolerance of 3 % of U. S. No. 1 and 2% of U. S. No. 2 permitted): Shell, sound and stain free; air cell, localized, well defined, regular, 5-16 in. depth or less; yolk, visible; white, firm and clear; germ, no development; size, reasonably uniform; color and weight, (as marked on the package).

U. S. No. 1 (a tolerance of 5% of U. S. No. 2 and 3% loss permitted): Shell, sound and stain free; air cell, localized, regular, 7-16 in. depth or less; yolk, visible but mobile; white, reasonably firm; germ, development not over $\frac{1}{4}$ in. diameter; size, variable; color and weight (as marked on package).

U. S. No. 2 (a tolerance of 5% "Culls" and 5% loss permitted): Shell, sound, few stained; air cell, may be bubbly, freely mobile and over 7-16 in. in depth; yolk, may be fairly heavy to heavy but must be mobile; white, may be weak and watery; germ, may be well developed but no blood showing; size, greatly variable; color and weight (as marked on the package).

U. S. Culls (a tolerance of 5% loss permitted): Eggs which are heavily shrunk, salted or chilled or weigh less than 20 ounces to the dozen shall be graded as U. S. Culls.

U. S. Dirties No. 1. Eggs which are of the quality of U. S. Extras or better but are stained or dirty of shell shall be graded as U. S. No. 1 Dirties.

U. S. Dirties No. 2. Eggs which are of the quality of U. S. No. 1 or lower but are stained or dirty of shell shall be graded as U. S. No. 2 Dirties.

U. S. Checks. Eggs which are slightly cracked but with the shell membrane unbroken and not leaking their contents shall be graded as U. S. Checks. (Eggs with slightly leaking contents shall be classed as Leakers. Those with contents flowing freely from shell shall be classed as smashed.)

Loss. Loss is defined to mean eggs which are inedible.

Grading and Inspection of Eggs Under the Proposed Tentative U. S. Grades

If the foregoing tentative U. S. Grades of Eggs were adopted for general use by country buyers and shippers, then the great bulk of the eggs arriving on the markets would conform to these grades. If packers and shippers of eggs were strict in their grading practices and packed their eggs to conform to the standards for each grade without tolerance, i. e. lower than the standard for the grade, and the eggs when packed were properly handled and promptly shipped to market, they should arrive on the market in such condition as to grade within the grade under which they were packed by the shipper. There would be no difficulty then in making inspections of eggs in the markets in accordance with the U. S. Tentative Egg Grades and when a larger percentage of the eggs were of a lower grade than that permitted by the tolerance, the actual percentage of eggs of each lower grade would be reported on the inspection certificate. The inspection certificate issued by an authorized egg inspector would show fully and completely, not only the general grade of the eggs but the actual percentage of eggs of each lower grade, the color and the average weight per case or per dozen. Thus the grading and inspection of eggs under the proposed Tentative U. S. Grades should be possible of accomplishment and productive of desired results in securing more efficient and economical marketing of eggs in the United States.

FEDERAL EGG GRADES PROPOSED

Tentative grades for eggs are proposed by the United States Department of Agriculture. The grades are based upon quality factors indicated by condition of the shell, air cell, albumen and yolk, and by development of the germ. Size, color and weight are pointed out as not indicative of the edible quality of the eggs, but since they may have considerable influence upon the market value they should be considered in sorting and packing, the department says.

The grades as tentatively drawn up include 5 grades for eggs of sound, clean shells as follows: U. S. Specials, U. S. Extras, U. S. No. 1, U. S. No. 2, and U. S. Culls. Two grades are provided for eggs of sound, dirty shells, namely, U. S. Dirties No. 1 and U. S. Dirties No. 2. Eggs with cracked shells are graded as U. S. Checks. Full description of the grades may be obtained upon request to the Bureau of Agricultural Economics, United States Department of Agriculture, Washington, D. C.

Efficiency and economy in marketing will result from the general adoption of standard grades for eggs, in the opinion of poultry marketing officials of the department. The department has given extensive study of the question of egg standardization, and is offering the suggested grades to the egg industry for trial.

The proposal of the Department is reproduced in this issue of the 'Bulletin.' Shippers are requested to study it carefully and send their observations to the Executive Offices.

1200 WOMEN ENTERTAINED**Kansas City Cold Storage & Warehouse Company Gives May Party—Fridays and Saturdays to be Field Days For Children**

General Manager Dodds, of the Kansas City Cold Storage & Warehouse Company, Kansas City, Missouri, is now a member, in good standing, of President Pfeiffer's Educational Campaign Committee and an enthusiastic worker.

On May First he entertained 1200 club women of Kansas City and showed them the mysteries of a modern cold storage warehouse and how such highly perishable foods as poultry, eggs and butter are skillfully cared for and how they may be carried under refrigeration for months and retain their wholesome character.

Mr. Dodds has set aside Fridays and Saturdays of each week as visiting days for school children, and high schools are taking advantage of the opportunity offered.

When managers of cold storage warehouses and the owners of cold storage foods come to the realization that it is the women of the country who finally buy practically all of the foods that move through cold storage and come further to realize that women have the care and nurture of children, the importance of educating the women is apparent. For another reason also, the women must be considered and that is with the power of the vote they can be enlisted to resist obnoxious legislation.

Mr. Dodds is on the right track and while education is a slow process, persistent effort will accomplish the results sought.

(S. S. Daniels and H. H. Brown of Philadelphia are again pages.)

NOTICE TO CRATE FATTENERS

Get More Rapid Gains
with

FUL-O-PEP Fattening FEED

Ful-O-Pep Fattening Feed is a new and improved formula that will absorb just the right amount of milk to produce the most rapid gains. This feed will produce the best bleach and highest quality of flesh.

The high Oatmeal content insures the best appetite and digestion for broilers, fryers and roasters and produces that firm white fat and flesh that is so desirable on fowls.

Give Ful-O-Pep Fattening Feed a trial—you will be agreeably surprised with the better results.

The Quaker Oats Company

Poultry Feed Dept. N. P. B.

Address, Chicago, U. S. A.

The QUAKER OATS COMPANY, Poultry Service
Dept. 000, Address, Chicago, Ill.

Send me complete particulars and quantity prices on
FUL-O-PEP FATTENING FEED.

NAME.....

TOWN.....

STATE.....

Fill Out
and Mail
Coupon



Facts About Excelsior Pads

The widespread use of excelsior pads is the best indication of their utility. From a mere experiment, they have become a recognized part of the standard egg package. The results obtained have fully justified their continued use.

Merited Approval

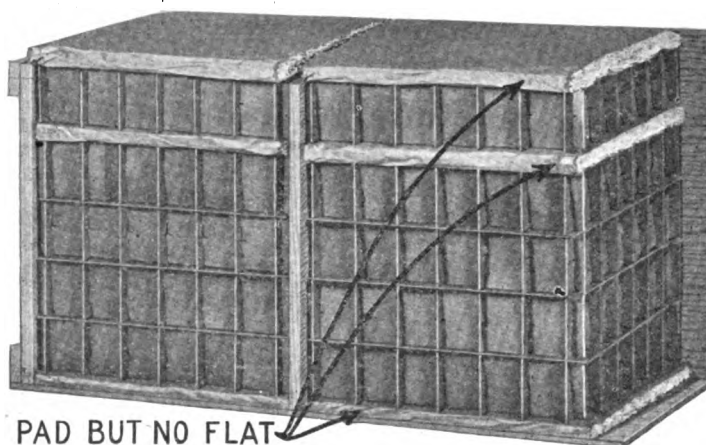
EXCELSIOR PADS have the enthusiastic approval of the Carriers, Important Shippers, Agricultural Bureaus, State Marketing Bureaus, as well as of the men who actually use them in their daily work. This approval is based on merit alone.

They Pay For Themselves

The official figures on claim reduction since the use of EXCELSIOR PADS became widespread, show a net reduction approximating the cost of all the pads that were used

How To Get Best Results

It is important that the pads be used in the approved manner. Six pads, placed as shown in the illustration below, a new case, and a set of new honeycomb fillers, will give you a pack that is standard. Good results are certain.



In buying pads be sure that you get the benefit of proper construction. The use of the right materials in the production of the pad is also important. We vouch for ours by placing our name and Trade Mark on each individual pad.

H. W. SELLE & COMPANY

MANUFACTURERS

1000 - 1020 North Halsted Street : CHICAGO, ILL.

Liability of Carrier for Failure to Provide Special Poultry Cars

Due to the failure of carriers to provide Live Poultry Cars in which to ship last season's crop of live poultry, many inquiries have been made of the Executive Offices of the 'National' concerning the carrier's liability for damages for such failure.

From these inquiries and from general information, we are led to believe that many claims for damages will be presented and for the benefit of all concerned there is reproduced herewith the decision in the case of James vs. Davis, Director of Railroads, reported in 280 Federal Reporter on page 780.

Supplementing the opinion referred to, we venture the further opinion that in certain cases the carrier would be liable to the shipper. For example: Last September a certain railroad company wired the General Offices of the Live Poultry Transit Company and stated that shippers along its line of road demanded at once some 60 L. P. T. cars in which to ship live poultry and that no empty cars were then on its rails and that it could not satisfy the demands of the shippers unless the 60 cars were forthcoming. At that particular time, the office records of the L. P. T. Co. disclosed that there were some fifty odd empty cars on this carrier's rails—a subsequent investigation disclosed this to be the fact; a shipper who sustained damages by reason of the failure of this carrier to provide an L. P. T. car at this particular time, could compel the carrier, on this showing, to answer in damages for such failure.

Another instance: Shipper gave carrier his order for an L. P. T. car on February 12. Carrier did not transmit the order to the L. P. T. Co. till February 24. We believe that in this instance the carrier was guilty of negligence in failing to transmit the order for the car within a reasonable time and that such negligence is actionable.

Another instance: If, after the shipper places an order for an L. P. T. car for loading on a certain date an authorized agent of the carrier promises that a car will be set for loading on that date, and if the carrier fail to set the car for loading on that date on account of which the shipper suffer damage, we believe such failure is actionable.

With the foregoing observations the James vs. Davis case, above referred to, follows:

James v. Davis
(Circuit Court of Appeals, Eighth Circuit.)
No. 5930.

1. Carriers Key 30—Exception to tariff classification held not to abrogate provision that carrier was not obliged to furnish special poultry cars.

A Note in the printed tariff and classification filed by a railroad company, stating that it was not obligated to furnish special poultry cars, and requiring shippers to pay for rental for such cars, which the company did not own, held not abrogated by a circular containing exceptions to the "classification" which did not contain the note, but provided a different classification and a lower rate for live poultry in carload lots.

2. Carriers Key 32 (2)—Cannot waive provisions of filed and published tariffs.

A carrier is without power to waive a provision of its filed and published tariff respecting the instrumentalities and facilities which it would furnish to shippers.

3. Carriers Key 40—Railroad company held under no duty to furnish special poultry cars to shipper.

A carrier held under no duty to furnish to a shipper special poultry cars, which it did not own, and when it denied its obligation to furnish such cars in its filed and published tariffs.

In Error to the District Court of the United States for the District of Nebraska; Joseph W. Woodrough, Judge.

Action at law by Emmet E. James against James C. Davis, Director General of Railroads and Agent. Judgment for defendant, and plaintiff bring error. Affirmed.

The parties will be designated as they were in the trial court. The plaintiff commenced this action in a state court of Nebraska

against the railroad company and Walker D. Hines, Director General of Railroads and Agent, to recover damages alleged to have been sustained by the plaintiff on account of the failure of defendant to furnish cars for the transportation of live poultry in interstate commerce. The case was removed to the United States District Court for the District of Nebraska and dismissed as to the railroad company. Subsequently James C. Davis, Director General of Railroads and Agent, was substituted for the defendant, Walker D. Hines. The trial of the action resulted in a directed verdict for the defendant, and this ruling is assigned as error. The facts as they appear at the trial were substantially as follows:

The plaintiff is a dealer in live poultry with his principal place of business at Falls City, Richardson County, Neb., buying said poultry at various places in Nebraska and Kansas and shipping the same to the principal plant at Falls City, and from there in carload lots to New York and other Eastern markets. For this purpose, special cars are required. The defendant does not own any of these special cars. They are provided by the Live Poultry Transit Company. The shipper pays the rental charge as specified in the tariff. In the months of September and October, 1919, plaintiff required for the shipping of live poultry then on hand to the principal plant in Falls City, and also that which had been purchased from customers and was then in transit to Falls City, a large number of special cars. Between September 8th and 13th plaintiff gave orders to and made requisitions on the agents, servants, and officers of the defendant for nine cars to be used in shipping live poultry from the plant in Falls City, such cars to be furnished one each on September 15th, 17th, 19th, 22nd, 24th, 26th, and 29th, and October 1st and 3rd, which orders and requisitions were duly received and acknowledged by the officers of the defendant and were given and received at such times that in the usual course of business, they might and could have been filled, and such cars could have been at the poultry house of the plaintiff at Falls City on the days for which they were ordered. Defendant neglected and failed to furnish the cars and plaintiff claims that he suffered damages by reason thereof in the sum of \$7,100.35. The defendant's predecessor in office, more than 30 days prior to the dates heretofore mentioned, when the special cars were to be delivered to plaintiff, adopted rates, rules and regulations governing the transportation of live poultry in carload lots and incorporated the same into printed tariffs and classifications, and filed the same with the Interstate Commerce Commission at Washington, and posted and published the same as required by law. On the dates above referred to said tariffs and classifications were in full force and effect, and provided in respect to the transportation of live poultry in carload lots that the same would be transported by the defendant at rates specified in said tariffs. The transportation of live poultry from Falls City is governed by the provisions of the Western Classification and exceptions thereto which provide as follows:

Defendant's Exhibit 2.

"Item. L. C. L. C. L.

"9. Poultry or Pigeons Live.

"See notes:

"In coops or crates, L. C. L. D 1

"In coops or crates or in poultry cars, straight or mixed C. L., min. wt.

18,000 lbs., subject to rule 6-B. 2

"Note 1. Carload shipments must be accompanied by caretakers. Rules governing the transportation of caretakers will be found in carriers' tariffs.

"Note 2. Feed and water may be loaded in the same car, but no weight allowance shall be made therefor.

"Note 3. Ratings provided do not obligate the carriers to furnish special poultry cars, and do not include the rental charge for special poultry cars; the rental charge for such cars will be found in carriers' tariffs.

"Note 4. Shipments will not be received for transportation when consigned 'To Order' or 'Notify'."

"Plaintiff's Exhibit 2.

"Circular 17.

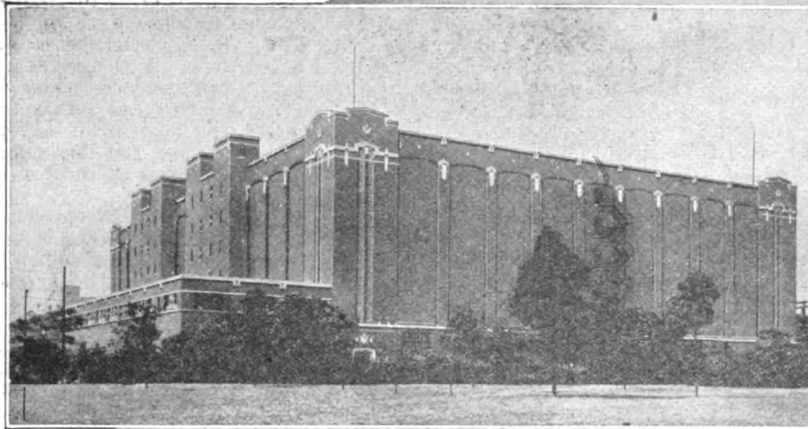
"Exceptions to Classifications—Continued.

"Rule No. Articles. Rating.

"Poultry (Live), Carloads.

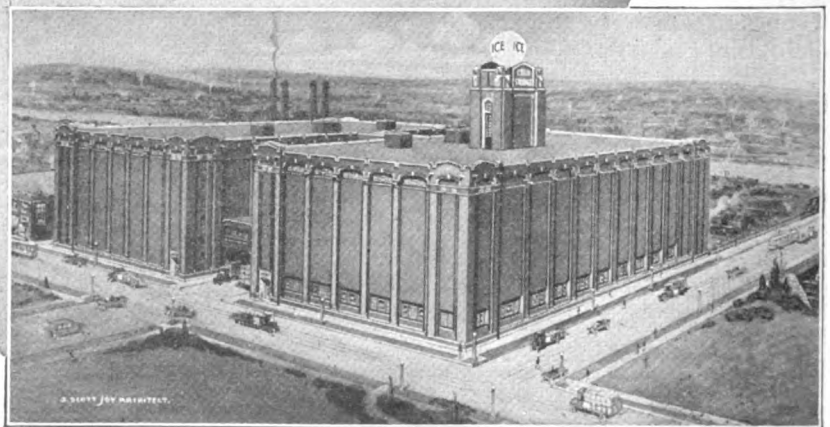
"Poultry (Alive), C. L., in poultry cars or in stock cars (see note), actual weight, subject to minimum weight of 20,000 lbs.

1580.



UNITED STATES COLD STORAGE COMPANY
G. D. ALLMAN, Manager
2101-2129 Pershing Road, Chicago

Headquarters for Egg Storage



KANSAS CITY COLD STORAGE & WAREHOUSE CO.
E. M. DODDS, General Manager
500 E. Third Street, Kansas City, Mo.

Third Class Rates

"Note. Live poultry may be shipped in stock cars, when in coops of sufficient strength to be safely tiered, and when securely braced to prevent shifting in the car, the loading to be so arranged as to permit feeding and watering in transit. When so tendered rates and minimum weights applicable on live poultry in poultry cars will apply.

"Feed and water furnished by and at the expense of the shipper or owner, necessary to properly care for the live poultry while in transit, will be transported in the car containing the live poultry without charge. If more feed is furnished than is required for the journey, and surplus is removed from the car at destination by the owner, consignee or agent thereof, such surplus will be charged for at the less than carload rate properly applicable thereto from point of origin to destination.

"Shipments of live poultry, carloads, consigned 'To Order' will not be accepted.

"Will not apply on Nebraska intrastate traffic except as provided in rule No. 110. See rule 1590."

In order that the ruling of the trial court may be understood, it is necessary to say that, following a suggestion on the part of the court, the evidence as to the tariffs and classifications and the exceptions thereto was first introduced. When this evidence had been introduced, counsel for the plaintiff, by permission of the court, filed an amended reply to the answer of the defendant, paragraph 2 of which alleged as follows:

"2. And for a further reply in this behalf the plaintiff alleges the fact to be that at all times mentioned in the plaintiff's petition and for a long time before the dates therein mentioned and at all times since the said defendant held itself out to the shipping public as ready, willing, and able to furnish special cars for the shipping of live poultry in carload lots; that between the 14th day of September and the 4th day of October, 1919, the defendant furnished to the plaintiff six of such special poultry cars as alleged in the petition herein, and during the time mentioned in plaintiff's petition the defendant furnished to other shippers at Lincoln, Table Rock, Fairbury, and Fremont, Nebraska, St. Joseph and Kansas City, Missouri, as also to shippers at other points not known to the plaintiff, special poultry cars for the shipping of live poultry in carload lots, thereby waiving any supposed rights which they may have had under the terms of the rules and regulations governing the shipment of live poultry in carload lots as adopted and filed with the Interstate Commerce Commission as mentioned in the answer of the defendant. And the plaintiff further alleges the fact to be that at no time did the defendant give to the plaintiff, as a reason for not furnishing special poultry cars, that it elected not to do so by virtue of such alleged regulation, but, on the contrary, repeatedly promised the plaintiff to furnish such special cars; that by virtue and in pursuance of such representations made by the defendant of its ability, readiness and willingness to furnish such special cars the plaintiff made requisitions and orders on the defendant for such special cars as alleged in plaintiff's petition, which said orders and requisitions were accepted by the defendant, who then and there promised and agreed to and with the plaintiff to furnish such special cars; that relying on such promises so made by the defendant the plaintiff continued to purchase live poultry, until by reason of the defendant's failure and neglect to furnish such cars he was obliged to cease buying poultry as alleged in his petition. And the plaintiff alleges that by reason of the acts, promises, and agreements of the defendant as above set forth the defendant is now estopped from relying on such alleged and regulation so filed with the Interstate Commerce Commission and from denying its liability to furnish such special poultry cars to the plaintiff for the shipment of his poultry in carload lots."

After the amended reply was filed, counsel for the defendant moved that the jury be instructed to return a verdict in favor of the defendant on the pleadings and record as made, for the reason that the evidence and the admissions made in the pleadings precluded the plaintiff from maintaining the cause of action stated in the petition. This motion as heretofore stated was granted.

F. A. Hebenstreit, of Omaha, Nebr., and F. N. Prout of Falls City, Nebr., for plaintiff in error.

J. W. Weingarten, of Omaha, Nebr. (Kenneth F. Burgess, of Chicago, Ill., of counsel, and Byron Clark and Jesse L. Root, both of Omaha, Nebr., on the brief), for defendant in error.

Before SANBORN and CARLAND, Circuit Judges, and TRIEBER, District Judge.

CARLAND, Circuit Judge (after stating the facts as above).

(1) The question arising upon the record is as follows: Was note 3 in the Western Classification of live poultry filed with the Interstate Commerce Commission, Defendant's Exhibit 2, in full force and effect during the time mentioned in the petition

of the plaintiff, and, if so, did it justify the defendant in its refusal to furnish the plaintiff special cars for the transportation of live poultry. The uncontradicted evidence showed that the plaintiff always shipped his live poultry under the third-class rate, minimum weight 20,000 pounds, as provided in Plaintiff's Exhibit 2. In view of this fact, he claims that said exhibit controlled the classification and rate of shipment, and, as there was no such language in said exhibit as is found in note 3 of Defendant's Exhibit 2, there was no declaration by the defendant on file in connection with the classification and rates provided in Plaintiff's Exhibit 2, to the effect that the ratings provided did not obligate the defendant to furnish special poultry cars, and therefore, as the defendant held himself out as a carrier of live poultry in poultry cars, he was bound to furnish such cars to the plaintiff when requested to do so. It appears from the record that Circular No. 17, in which Plaintiff's Exhibit 2 is found, provided on the title page thereof as follows:

"Rules, regulations and exceptions shown herein will take precedence over the classification governing tariffs made subject hereto. (See rule 20.)"

Rule 20 of the Western Freight Tariff Bureau found in Circular 17 reads as follows:

"The term Western Classification. * * * Where Western Classification or Current Western Classification is referred to herein, the same is intended to refer to Western Classification No. 55 (R. C. Fyfe's I. C. C. No. 13. F. S. C. Mo. No. 4), supplements thereto and reissues thereof."

This Western Classification No. 55 is a classification containing Defendant's Exhibit 2. It is therefore claimed that note 3 was superseded by Circular No. 17. We do not think that it necessarily follows that all of Defendant's Exhibit 2 was superseded. The language taken from the title page of Circular No. 17, issued by the Western Freight Tariff Bureau, refers to rules, regulations, and exceptions that will take precedence over the "classification" governing tariffs subject thereto. The ratings provided in Western Classification No. 55 are for—

"Poultry or pigeons, live." "In coops or crates L. C. L. D. 1 (meaning double first-class rate)." "In coops or crates or in poultry cars, straight or mixed carload min. W. T. 18,000 lbs., subject to rule 6-B 2 (meaning second-class rate)."

Plaintiff's Exhibit 2, being rule No. 1580 of Western Freight Tariff Bureau Circular No. 17, contains the following classification:

"Poultry, Live, Carloads, Poultry (alive), C. L., in poultry cars or in stock cars (see note), actual weight, subject to minimum weight of 20,000 lbs."

This classification carried a third-class rate, which was a cheaper rate than those provided for in Defendant's Exhibit 2 taken from Western Classification No. 55. The rate was not only cheaper but the minimum weight was larger. The defendant had said in its Exhibit 2 with a double first-class and a second-class rate and a less minimum weight, that it was not obligated to furnish special poultry cars, that the ratings did not include the rental charge for special poultry cars and that the rental charge for such cars would be found in carriers' tariffs. It is now insisted that, because note 3 does not appear in Plaintiff's Exhibit 2 that the defendant is obligated to pay the rental stated in the live poultry tariffs to the Live Poultry Transit Company, the owner of the cars, for that is what plaintiff's contention amounts to, although it is carrying the poultry at a less rate than it did when it said that it would not furnish special poultry cars. As there is no express repeal of note 3 the express repeal, if it may be so called, being limited to "classification," we think whether note 3 has been superseded is a question of intention to be decided on all the evidence. It appears from the record that Western Classification No. 55 is the principal document filed by the defendant showing the classification and rates for live poultry. Circular No. 17 of the Western Freight Tariff Bureau, is, as its name denotes, an exception to the regular classification. It does not seem reasonable to us that the defendant would intentionally abrogate note 3, and carry live poultry at a cheaper rate, while the cars still belonged to the Live Poultry Transit Company, and the rental charge for their use still was a part of defendant's tariff. The evidence shows that in all cases this rental charge was charged in the expense bill against the shipper, or billed as an advance payment and paid by the consignee. Our conclusion, therefore, is, upon the whole matter, that note 3 was in force during the time mentioned in plaintiff's petition when cars were requested. We think our conclusion is sustained by the following cases which relate to the construction of tariffs: Chicago Portland Cement Co. v. I. C. R. R. Co. et al., 45 Interst. Com. Com'n. R. 477; Merrell-Soule Co. v. B. & O. R. R. Co., 49 Interst. Com. Com'n. R. 733; Ludowici-Celadon Co. v. E. J. & E. Ry. Co. et al., 39 Interst. Com. Com'n. R. 407; Newman Lumber Co. v. M. C. R. R. Co., 26 Interst. Com. Com'n. R. 97; Marx et al. v. I. C. R. R. Co., 36 Interst. Com. Com'n. R. 519.

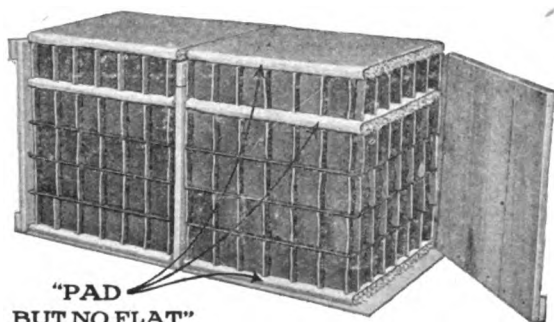
EXCELSIOR EGG CASE PADS

No Longer An Experiment

Improved Excelsior Egg Case Pads have now become as staple an article in egg packing as a set of new Standard Honeycomb Fillers or new Standard Egg Cases.

CARRIERS APPROVE

The railroad and express companies are now advocating a general use of Excelsior Pads, as their observations during the past season have convinced them that breakage can be practically eliminated through this method of packing.



PROPER USE

The results of the past season prove that when Pads are used, ***six to the case***, as shown in above cut, breakage can be reduced to a minimum heretofore thought impossible. The saving of one egg covers the cost of the two additional pads under the top tiers and is the cheapest insurance against breakage you can buy.

IMPORTANT

The manufacturers' name and address should appear on each pad. All pads manufactured by us bear the following "trademark" and assure you of standard construction:



EXCELSIOR WRAPPER CO.

Grand Rapids, Mich.
Sheboygan, Wis.

Manufacturers

Chicago Office:
224 W. Kinzie Street

(2) It remains to consider what effect note 3 had upon the duty of the defendant to furnish cars for the shipment of live poultry. So far as the allegations of plaintiff's complaint and reply touching the question of waiver of note 3 by the defendant's acts and declarations are concerned, the question is not argued in the brief of counsel for plaintiff. The decisions of the court are such that the omission is well justified. Plaintiff could not waive the declaration contained in note 3, as it referred to the instrumentalities and facilities for carriage that would be furnished by the defendant. These under the law it was necessary to mention in the tariffs, and each shipper was bound to take notice of the same, and each shipper was entitled to the same treatment as all other shippers by the defendant. The allegations in plaintiff's amended reply that the defendant furnished these special poultry cars to other shippers at Lincoln, Table Rock, Fairbury and Fremont, Neb., and St. Joseph and Kansas City, Mo., if true, simply show that the defendant was guilty of discrimination, if the circumstances and conditions were the same. The following authorities are decisive of the question as to whether the defendant could disregard note 3 as filed as a part of its tariff for the carriage of live poultry: *Chicago & Alton R. R. Co. v. Kirby*, 225 U. S. 155, 32 Sup. Ct. 648, 56 L. Ed. 1033, Ann. Cas. 1914 A, 501; *Davis v. Southern Pac. Co.* (D. C.) 235 Fed. 731; *Hamlen & Sons Co. v. Illinois Cent. R. Co.* (D. C.) 212 Fed. 324; *Zoller Hop. Co. v. Southern Pac. Co.*, 72 Or. 262, 143 Pac. 931.

(3) The only remaining question is as to the duty of the defendant to furnish special poultry cars to the plaintiff with note 3 on file with the Interstate Commerce Commission and published in its tariffs for the carriage of live poultry. An examination of the Interstate Commerce Law and the several amendments thereof satisfies us that the law at the time the plaintiff's alleged cause of action arose did not declare that it was the duty of the carrier to furnish or provide special types of equipment and that the law as announced in *U. S. v. Pennsylvania Ry. Co.*, 242 U. S. 208, 37 Sup. Ct. 95, 61 L. Ed. 251, rules this case. The following paragraphs from the syllabus in that case fairly state what the court decided.

"The powers conferred on the Interstate Commerce Commission by the Act to Regulate Commerce, as amended (Act Feb. 4, 1887, 24 Stat. 379; Act March 2, 1889, 25 Stat. 855; Act June 29, 1906, 34 Stat. 584; and Act June 18, 1910, 36 Stat. 539), do not include the power to require carriers to provide and furnish oil tank cars—no question of discrimination being involved."

"When a carrier in its published tariffs denies any obligation to furnish tank cars, the fact that it publishes rates for commodities so carried may not be construed as an offer, constituting a duty, to furnish such cars; and a finding by the Commission to the contrary is reviewable as a conclusion of law."

See, also, *Matter of Private Cars*, 50 Interst. Com. Com'n. R. 652; *Chicago R. I. Ry. Co. v. Lawton Refining Co.*, 253 Fed. 705, 165 C. C. A. 299, Eighth Circuit. We are of the opinion that the trial court did not err in directing a verdict for defendant.

Affirmed.

LIABILITY OF WAREHOUSEMAN

In the case of Rath Packing Company vs. General Cold Storage Company, in an opinion handed down by the Supreme Court of the State of Michigan on March 22, 1923, it was held that the testimony by the broker who examined the cars of meat stored with the defendant (the cold storage company) coupled with notations by the defendant upon its receipt of such meats as were not in good condition, was sufficient to take the questions of defendant warehouseman's liability for negligent storage of meat to the jury under the rule that proof that goods were received by the warehouseman in good condition and were delivered by him in poor condition raises a presumption of negligence.

This case follows the rule announced in *Thomas Canning Co. vs. P. M. Railway Company* and *Schwartz vs. Michigan Warehouse Co.*

In the *Thomas Canning Case* the Supreme Court of Michigan stated: "The bailee (the P. M. Railway Company, as a warehouseman), having the exclusive possession of the property, has the exclusive means of showing what was done and what came of it" and this seems to

be a reasonable way of looking at the matter, although courts of other states do not go this distance.

In our own enterprises it is quite common for a Western State owner of a car of eggs to store them with an Eastern Warehouseman for a period of several months. The eggs when placed with the warehouseman are in good order and condition and so receipted for. When taken from the warehouse they are found to be in bad order and condition, as for instance, frozen. In such a case the owner, in the event of suit, has not only been compelled to prove that the eggs were frozen when taken from the warehouse, but in addition, has been compelled to prove that they are frozen through some negligent act of the warehouseman and in most instances this he has been unable to do, because he does not know what goes on in the warehouse and has no means of finding out and presumptions of negligence on the part of the warehouseman have not generally been indulged in.

The modern method of distribution through cold storage warehouses, where the owner of goods lives in one part of the country and the warehouse is located at another and far distant part of the country, calls for a relaxation of the rule which requires that the owner of goods (which have been damaged while in the care and custody of a warehouseman) has the burden of proving negligence.

Modern methods of distribution call for a modern rule of proof and substantial justice would flow from the Michigan rule.

HAMMERING—NAILS

If a man must hammer, the best thing in the world to hammer is a nail. Simply because certain egg shippers (and so far this season there have been many of them, particularly from Texas) did not use enough nails in their egg cases they are now hammering the carriers because the eggs did not move at the standard rate.

The 'Bulletin' has been constantly hammering on the 'nail' question for several years and has published the 'nail' rule times without number. Here it is again:

Standard Egg Case Construction

"Sides, top and bottom must be not less than $\frac{3}{8}$ inch in thickness; center partition must be not less than $\frac{1}{8}$ inch in thickness; end cleats must be not less than $1\frac{1}{4}$ by $\frac{7}{8}$ inch in thickness; three penny fine, cement-coated large-headed nails, eighteen on each side, twenty-one on bottom and eight on top (four in each end except where drop-cleat cover is used three nails in each end will suffice); ends must be not less than $\frac{7}{8}$ inch in thickness and either of one piece, or two pieces cleated, but when two end pieces cleated are used two nails must be used in each end of each piece, nails clinched; panel ends may be used if made of $\frac{1}{8}$ -inch material completely surrounded by $\frac{1}{2}$ by $1\frac{1}{4}$ -inch cleats securely nailed with not less than six nails in each cleat, nails clinched; center partition must be of not more than two pieces and so placed when nailed that it will be squarely across the case, plumb and level with the top and bottom of the case, each compartment to be not less than $11\frac{3}{4}$ inches inside measurement; sides, bottom and top must be of not more than two pieces each; staples may be used in lieu of nails if clinched on the inside."

A hammer is one of the best tools in the world if properly used, and its best use, so far as eggs are concerned, is to automatically hammer down a high railroad rate after first hammering the proper number of nails into an egg case.

ESTABLISHED 1889

C. H. Weaver & Company

CHICAGO

Headquarters For

BUTTER, EGGS, FROZEN POULTRY

Always Open for Business,
Either to Buy or Sell

HANCE BROTHERS COMPANY



EFFICIENT SERVICE, CONSERVATIVE ADVICE, AND
FULL MARKET VALUE, CONSIGN YOUR POULTRY
TO

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THE FARMER'S IDEAS OF COLD STORAGE

By Ralph Brooks, Aged 17, Leipsic, Ohio

In my essay I am not going to give the scientific side of Cold Storage for I would get into more trouble than I ever have been before. It is my chief idea in this essay to point out what most farmers think of Cold Storage.

Most farmers do not have the right idea of Cold Storage plants, and how they are managed. They think that fresh products are taken to the plant and in the process of unloading some of the boxes come open and butter is spilled on the floor, broken eggs and other commodities allowed to accumulate on the floors until they become nearly rotten. I was shocked with the cleanliness of this plant. It was cleaner than any building I had ever seen before. The farmers think all the products are put in the same room and that the temperature is constantly changing from freezing to thawing, making all Cold Storage products distasteful and unfit to eat. These ideas can only be changed by visits to the plants and by those who have visited and who will try to change their ideas.

Most farmers also think that Cold Storage plants are working against them instead of for them. They do not realize that if in the summer the Cold Storage plants did not take care of the surplus that there would be no markets for butter, eggs and other similar commodities. Most farmers think that the plant buys the products and stores them so that the company can make a large profit. These ideas can only be changed by the managers and the farmers coming in contact with each other.

The farmers do not stop to think the Cold Storage plants are necessary for the farmers. They store perishable commodities in the summer and distribute them in time of need. If it were not for these storage plants there would be such an abundance of food at certain seasons that there would not be a market for that commodity.

The farmers and cold storage plants can never do their best until they work together and not separately. This co-operation can only be accomplished by such meetings as we have had.

The farmers are anxious to know all about these wonderful places of business for the Secretary of the Farm Bureau of our township asked me the same night that I came home to give a talk about the different plants we visited. I will do my best to bring about the right thought about Cold Storage. The more boys and girls that are sent to the International the sooner this co-operation will be brought about.

The maximum work of the farmers' Cold Storage plants, packing plants and other factories cannot be done until the farmers and the factories co-operate.

In concluding my essay I say, let the Boys' and Girls' Clubs grow and have meetings as we have had so that the time will come when the city farmers and the farmers of the farm will not work against each other, but for each other. I think that if the farmers remember one quotation from Whittier "For he who knows our need is just, that somehow, somewhere meet we must" and strive for this end, full efficiency will soon be developed.—Story No. 17. Ralph judged livestock at the Ohio State Fair.

REVOLUTIONARY PROVISIONS

Undoubtedly the Bureau of Agricultural Economics will receive many suggestions from the trade in response to the publication of Tentative Standards for Grading of Eggs. Some of the provisions and conclusions in the department statements are revolutionary.—Chicago Dairy Produce.

MODERN PRESERVATION OF FOOD PRODUCTS

By Joseph Crow, Aged 13, Hunnewell, Kansas

Until only a few years ago the majority of people were living, either on farms or in small cities and towns. Here they had access to the different products of the farms which they would purchase at the different seasons of the year and would attempt in some way to keep them from deteriorating. Most of these methods were wasteful, troublesome and insanitary.

With the growth of specialized industries and great cities, there came a call for some method of keeping these products in wholesale quantities in a sanitary condition so that fresh fruits, meats, vegetables, dairy and poultry products could be obtained by the public at any time of the year. The demand became so great that attempts were made to use ice from lakes and streams in Cold Storage houses, but this was not very satisfactory because of the inability to control the temperature.

In the latter part of the nineteenth century scientists discovered that by the use of a salt brine and ammonia gas a temperature of almost any desirable degree could be secured and kept constantly at that point. Attempts at cold storage immediately became successful and today this industry, connected with the refrigerator car system, is developed to a very high degree of volume and efficiency.

While in Chicago I had the pleasure of visiting a Cold Storage Plant which is a unit of this highly developed industry. The cooling plant engines drive the pumps and condensers that are used in the refrigeration system. By this system the temperature may be kept at the same point in the different rooms. The temperature of these rooms is kept at the point which will prevent deterioration of the contents of the room.

The first room we visited was the cheese room, some of the contents of which had been brought from Europe. The next room contained butter and was kept at 10 degrees below zero. The fruit room contained fruit from every country in the world. It is kept at 33 degrees above zero or just above the freezing point. There were also nuts and peanuts, most of which were from China, France, Manchuria, Mexico and Brazil. Choice apples were on hand and great quantities of other fruits were also to be found there. In another room there were cases of eggs. They also had figs from Smyrna, olives from Jerusalem, walnuts from France, paprika from Spain, tobacco from Java, lambs from New Zealand, turkeys from Australia reindeer from Alaska and a good many other perishable products.

The Cold Storage business is both necessary and beneficial as it allows the carrying of perishable foods from the season when the production is far in excess of the country's needs to the time when this same production is by far insufficient and also prevents prices from going exceedingly low during production and exceedingly high when the supply is low.—*Story No. 54. Joseph is a member of two Pig Clubs.*

ANTOINETTE WALLACE WEAVER

Antoinette Wallace Weaver, wife of Charles Arthur Weaver of C. H. Weaver & Co., Chicago, after an illness of several months' duration, passed away on April 27.

Mrs. Weaver was a native of Chicago and the daughter of Elizabeth and the late James D. Wallace.

The funeral services were held at the family residence, 5714 Sheridan Road and interment at Rosehill Cemetery.



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Opposes Co-Op Legislation

Chicago Live Stock Exchange Protests The Enactment of Measure
Now Before Illinois Legislature

James E. Poole, representing the Chicago Live Stock Exchange, appeared before the Agricultural Committee of the House, Illinois Legislature, and vigorously protested the enactment of the Co-operative Marketing Bill now before that body.

Mr. Poole is an experienced handler of live stock and his analysis of the proposed measure was along purely business lines and the arguments he advanced carried conviction to the members of the committee, as well as to many of the 'dirt' farmers who attended the hearing.

Mr. Poole said in part:

"In its inception the co-operative shipping association method was recognized by many commission men as an economic development. Realizing this they have developed special service for handling multiple ownership or co-operative association consignments, a service that has been largely responsible for the phenomenal growth of that method of marketing, especially in the case of hogs.

"Therefore it is a reasonable assumption that self-interest, if no other motive, prompts commission men to view with concern, any prospective legislation affecting co-operative marketing, especially if it threatens or even suggests possibility of restriction of the free marketward movement of live stock, realizing that such restriction would be disadvantageous to producers.

"This bill is merely another panacea offered producers in addition to the lure of cheap credits, cheap transportation, and price fixing. Unfortunately the great majority of farmers are without knowledge of its terms or import. Its chief features have not received even reasonable publicity, on the contrary wherever it has been presented for enactment effort has been made to conceal its real character and it is reasonable to assume that the same tactics will be used in signing up members of organizations to be created if it becomes a law in its present form.

"The temper of the real farmers of the country on this subject may be inferred from the final results of a state wide debate in Iowa during the past winter which culminated in a final debate at the Iowa Agricultural College, April 15. On this occasion the negative side of the proposition, 'Resolved that the producers contract is essential to the greatest success of co-operative marketing' was approved.

"There is no serious criticism to this bill as a co-operative marketing measure; merely to certain objectionable sections, specifically 27, and 28, which were responsible for the veto of Governor McCray of Indiana and elimination before it was enacted by the Ohio legislature.

"Experience with producers' contracts has determined that the system increases cost of operating co-operative concerns, especially in the matter of securing signatures to contracts. Probably the principal handicap to success by co-operative marketing organizations is excessive overhead expense; securing contracts will merely add to this expense.

"Competent co-operative association managers are of the opinion that a larger volume of business can be secured without resorting to the contract method.

"Innumerable cases of successful commercial co-

operation by farmers may be cited where no attempt was made to secure contracts. Wherever contracts have been sought membership has been limited.

"Psychology has much to do with the success of co-operative marketing and it is human nature to chafe under restriction, which is what a contract would amount to in an individual sense. The experience of those responsible for the co-operative farmers elevator movement is that loyalty on the part of the membership can be assured only by fostering a spirit of contentment, which is repressed by restrictions on individual initiative.

"In the case of live stock production placing producers under contract to move their products at the dictation of an association would exert a repressive influence on production, if it did not upset the regular movement to market.

"While many would doubtless sign such contracts without a thorough understanding of their obligation thereunder, many others would refuse to do so thereby arresting the development of the co-operative marketing movement within its legitimate and practical sphere.

"So far as the handling of live stock at the terminal markets is concerned, state legislation cannot be effective as under the Packer and Stock Yard Act the federal government through the Department of Agriculture is now exercising control and will continue to do so, as is indicated by the result of a recent conflict with the State of Minnesota at the South St. Paul stock yards in which the federal government demonstrated the paramount character of its authority.

"Livestock, being highly perishable and requiring prompt and careful handling from the moment it leaves the pasture or feed lot until it passes over the market scales is not susceptible of warehousing, or accumulation, therefore contention that it can be handled in the same manner as grain, tobacco or wool cannot be substantiated. The limit of regulation in the case of marketing live stock has been reached by the numerous co-operative shipping associations now functioning, successfully and competitively with one another and without restriction on individuals, a condition responsible for their success.

"The principal objections to this bill in its present form are:

"Illinois already has ample co-operative marketing legislation under which many co-operative organizations are functioning.

"No new legislation is needed to make contracts binding.

"The proposed law creates special and extraordinary power to punish anyone breaking his contract. It is designed to enable promoters to whip members into line no matter how the business of an association is being run.

"The law gives drastic power to punish any competing or existing business, making it possible for a new concern, under this law, to deprive farmers' co-operative elevators (and other associations operating under the existing law) of support, but if these organizations as much as suggest to one of these patrons to return, or accepts his produce for sale at his request, the penalties provided by this act become effective.

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"The 'malicious liar' section refers to spreading false and misleading reports. The present law provides remedies for slander, libel and defamation, so that this act must be intended as an offensive weapon.

"The entire bill spells litigation for those who may be induced to sign a contract with promoters organizing associations under its provisions. The purpose is to 'sign up' farmers and make them 'stick' regardless of how the business of the contemplated associations is conducted.

"Any man should have the right to get out of a business organization that is not being conducted to his satisfaction and no man should be required to carry out a one-sided contract when his personal interests are imperiled.

"The act is likely to affect the live stock industry injuriously, as with the title to such property vested in an association, producers and feeders would be unable to get loans through regular channels, which would be tantamount to loss of their individual credit.

"It is common practice among farmer feeders to borrow all or part of the purchase money required for cattle and sheep. If the borrower lacked control of the disposal of such property it would be impossible to continue such financing even though the law required recognition of prior liens. Capital is proverbially timid and would refuse to be amenable to contracts by which disposal of the property involved would be in alien hands.

"By the terms of this act a borrower who subsequently signed a contract with an association would thereby lose control of the marketing of the live stock on which he had secured a loan. It would also prevent disposal of stock cattle either to take a profit, (as frequently happens) or, in case of an emergency, such as crop failure or drought during the grazing season if the owner had signed up.

"As contemplated the contracts would transfer the credit of farmers, based on their production, to an association, organized and controlled possibly by promoters interested primarily in the success of their project, not the welfare of individuals.

"The importance of impairing or restricting this credit should not be underestimated as livestock paper has declined in popularity among bankers recently and nothing should be done to further discredit it in financial circles. Chicago banks alone carry about fifty million dollars in such loans and should legislation of this nature be enacted, would either call loans or restrict credits in states where it existed, practically wiping out the farmer feeder's credit.

"The penalties provided are without precedent: are unreasonably severe and would be productive of litigation. The system of fines, injunctions, liquidating damages and other penalties proposed are contrary to the spirit of the age and would undoubtedly prove detrimental to the full development of the co operative marketing movement.

"Thousands of cornbelt farmers who were inveigled into signing contracts for stock in so-called co-operative packing houses are now facing suit for collection—payment in many cases will take every dollar they possess.

"The experience of Illinois, Wisconsin and Missouri farmers with milk association contracts has been both unsatisfactory and disastrous.

"Contracts entered into under the proposed law would be enforced to the letter; there will be no

possibility of evasion, as the courts are disposed to uphold such contracts whenever the litigation stage is reached.

"Co-operative associations conducted on business principles and methods do not need special legislation to enforce contracts. They depend for success and permanency on a satisfied membership, made so by efficient management. A proposition to threaten members of such organizations with penalties and injunctions if they get dissatisfied with the manner in which their business is handled, is at least calculated to arouse suspicion.

"An illustration of how the contract system works in practice is afforded by the experience of a number of western sheep growers who, two years ago signed up for a single year to market their product with a commission concern giving it exclusive control. Such dissatisfaction resulted that without exception renewals were refused. The dissatisfaction referred to was due in a large measure to the fact that many of those who had placed themselves under contract resented subsequent inability to distribute their shipments and so far as livestock is concerned, it should be convincing of the inadvisability of the contract method from the producers standpoint, if not from that of the marketing association. These sheepmen were too shrewd to enter into the long term contracts contemplated by the authors of this proposed legislation otherwise the predicament in which they would now find themselves would be appreciated.

"Fines and injunctions, as remedies for ordinary breach of contract will do more to obstruct the development of co-operative marketing than any other possible factor. This legislation creates possibility, if not probability, of incurring unlimited debts by associations for which individual members would be liable.

"Excessive latitude in fixing liability of members for debts of associations.

"Lack of restriction in making deductions for overhead expenses of associations.

"Any legislation conducive to the welfare of co-operative marketing will have the endorsement of this organization, but it is extremely doubtful if propagation of a nation-wide scheme to control agricultural products will have that effect. The co-operative movement must be built from the ground up, on sound business principles and especially in the case of such perishable product as live stock, in accordance with principles that have demonstrated practicability and efficiency, whereas this legislation is designed to close regular market channels to producers during the life of contracts, presumably running ten years. We believe this measure, if enacted with sections 27 and 28, will be inimical to the full development of the co-operative marketing movement and obstruct, if not defeat, the purpose it professes to accomplish."

Editor's Note:—Paragraph (a), Section 2 of the Bill defines "agricultural products" as follows: "The term 'agricultural products' shall include horticultural, forestry, dairy, livestock, poultry, bee and any farm products."

At a subsequent meeting of the Committee an amendment was offered to the Bill, and accepted, under the terms of which the word "livestock" is eliminated from the quoted definition, and the Bill voted out with the recommendation that it "do pass."



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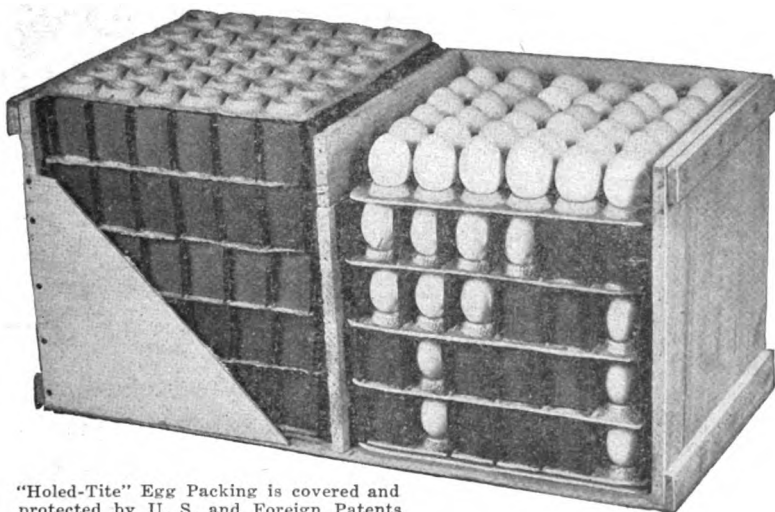
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PRICES OF FEED STUFFS CONTINUE FIRM

Prices of feed stuffs with the exception of oil meals were considerably higher during April, 1923, than they were during the same month last year, according to the monthly feed review prepared by the United States Department of Agriculture. Hominy feed sold at an average advance of \$10 per ton over last April and the manufacturers of glutenfeed received about \$4 per ton more for this by-product than they realized last year. Linseed oil meal was available in most of the markets at \$10 per ton less and cottonseed meal was quoted at \$3.50 per ton lower.

Increased supplies was the main reason for the lower prices of oil meals while higher prices for corn feeds are accounted for by decreased supplies as compared with those available last year when stocks were in excess of normal. There has been increased consumption of feed stuffs this year because of the backward spring weather whereas at this time last year pasturage conditions in the principal feeding sections were good.

Prices of dairy products are much higher now than they were at this time a year ago. The average prices paid producers at country points for standard or grade B milk was approximately 25 per cent higher than that paid in April, 1922, and wholesale prices of butter and cheese were 25 per cent to 30 per cent higher than those received during that month. Assuming that one ton of feed will produce three or four tons of milk the dairy farmer in April this year was in a much better position financially to pay for his feed stuffs than he was at the same time last year.

Wheat feeds displayed about the same tendency during the past month as they did during April, 1922. Offerings of transit and nearby shipment were well absorbed and stocks in the interior were rather light according to reports from leading distributors. The desire of many mills to place their output for June and July resulted in these deferred deliveries being quoted as substantial discounts. However, the discounts were larger during the early part of the month than during the last few days of the month because of the readiness with which transit and nearby shipments continued to be absorbed.

According to the best information obtainable production of oil meals, corn feeds and wheat feeds is expected to continue rather heavy during the next thirty days. The output of linseed oil meal particularly is expected to be much larger than it was last year. Much of this product, however, will be exported.

It is thought by the trade that the production of cottonseed oil meal will approximate closely the output of last year. The crushing season is practically completed and the vigorous consuming demand is generally over by May 1 since the heavy buying of this feed occurs during the cold months of January, February and March. This period is followed by the fertilizing demand during the early spring. The after season crush very likely will be slightly heavier than last year.

A decreased demand from now on is expected for most feeds on account of the more general use of pastures which, of course, is an important bearish factor affecting prices. However, in view of the fact

that supplies in the most important feeding sections are considered light and the consumption of corn and oats has been considerably more than normal, it is generally believed by the trade that stocks of feed stuffs are not burdensome and that a fairly good demand may be looked for during the next thirty days.

WHERE WE ARE LAME

It appears difficult to get the trade as a whole interested in threatened legislation to a point where all will join in opposition to that which is objectionable.

Whenever something comes up and dealers are asked to write letters of protest or explaining the ground for their opposition, each seems to have the thought that his neighbors will protest and *he* does not need to. In other words, we rely so much upon the other fellow and it is a wonder the trade has escaped some of the drastic measures that have been, at various times, presented.

An example is found in the co-operative marketing bill now before the Illinois legislature, which is liable to pass. If it does go through without some amendment, the commission dealers will find it contains clauses that will give them considerable worry and may narrow their field of operation.

There is always a chance that the courts will declare against unfavorable features of an objectionable law, but that means expense. And in this particular case, it is not sure that the courts will interfere in the operation of such a law. Elsewhere in this issue appears a notice of action by the Supreme Court of North Carolina upholding a co-operative marketing law, which is like the one before the Illinois legislature and the legislatures of a number of states. Such a measure recently passed the Indiana legislature and was vetoed by the Governor, and in commenting upon that bill we pointed out some of its decidedly objectionable features, but the dealers in this market do not seem to realize the situation.

The few who have taken the matter in hand have not found any very strong sentiment in the legislature in favor of the measure, but there is an inclination to let it go through because of the slight opposition. If the matter was put up as it should be, the members of the legislature would have cause to, and would give it, more study. The bill would then be considered on its merits and its defects as it should be and a decision reached accordingly.

Another case which, fortunately, was taken up by the trade before too late to file an effective protest was in a revision of the Illinois egg law. Certain interests were working to add unnecessary expense which the consumer would have had to pay, by requiring egg candling all the year around. In the law that was being revised a tolerance clause gave the state superintendent of foods and dairies the right to determine when it was necessary to candle eggs, but in the revision this tolerance clause had been omitted. Its restoration was vital to the trade and to consumers, the latter especially, and we understand it has been restored. But this result was not accomplished by the trade as a whole, but by a comparatively few.

This trade has not reached the place where it acts as a whole for trade interests.—*Reproduced from Chicago Dairy Produce, George Caven, Editor.*

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TELLS POULTRY RAISERS WHAT TO DO WHEN CHICKS HAVE WHITE DIARRHEA

According to the United States Department of Agriculture, the disease of baby chicks known as bacillary white diarrhea can not be cured by any known method of medical treatment, but it can be stamped out of a flock by other measures.

This disease is the most serious confronting most poultrymen during the spring months because most deaths caused by it occur within two weeks after the infected brood has been hatched. Usually only a few of an infected brood are left alive, and these are unfit for future breeding purposes as they serve as carriers and sources of future outbreaks. The malady is so prevalent and destructive in many sections of the country that various States are taking active measures for its control.

Incubators and brooders which have held an infected brood should be thoroughly cleaned and disinfected with a five per cent solution of carbolic acid before they are again used. If a flock of hens is found to carry the disease, the entire flock should be disposed of so that it will not again be used for breeding purposes, and replaced with birds from a healthy flock.

Several State agricultural experiment stations are conducting an agglutination test for the detection of chickens which carry the germ of bacillary white diarrhea. Because of the expense this method of eradication is warranted only in the case of very valuable stock.

Poultry raisers who maintain flocks free from disease carriers, or who obtain eggs for hatching, or day-old chicks, derived from such flocks, are practically assured of freedom from the scourge of the disease.

Dealers who buy directly from producers should bear these instructions in mind and where they find afflicted flocks they should give the owners the benefit of them.

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If with pleasure you are viewing
Any work a man is doing,
And you like him or you love him, tell him now.
Don't withhold your approbation
Till the parson makes oration,
As he lies with snowy lilies on his brow.
For no matter how you shout it,
He won't really care about it,
He won't know how many teardrops you have shed
If you think some praise is due him,
Now's the time to slip it to him,
For he can not read his tombstone when he's dead.

More than fame and more than money
Is the comment kind and sunny,
And the hearty, warm approval of a friend;
For it gives to life a savor
And makes you stronger, braver,
And gives you heart and spirit to the end.
If he earns your praise, bestow it;
If you like him, let him know it;
Let the words of true encouragement be said.
Do not wait till life is over,
And he's underneath the clover,
For he can not read his tombstone when he's dead.

—Joe Evans.

Selected by William H. Whitcomb.

FORMER PRESIDENT KLEIN RETIRES**After Forty-Two Years of Business
Will Take Things Easy**

The Produce Bulletin of April 28 contains the following announcement:

"J. M. Klein, the well-known dressed poultry handler, who is an ex-President of the National Poultry, Butter & Egg Association, has decided to give up active business May 1. Mr. Klein will take things easy, feeling that, after being in the trade for over 42 years, he should rest up.

"Jake Klein was with Hugo Josephy at Barclay and Washington streets, 18 years ago. He has been in his present location at 329 Washington Street for over 3 years. There is hardly any dressed poultry shipper of note with whom he is not personally acquainted and is known to the rank and file of the leaders here and elsewhere, as one who has been everlastingly on the job, with business first, his motto."

This announcement came as a complete shock to the Executive Offices of the National Poultry, Butter and Egg Association, of which association Mr. Klein has been an active member ever since its creation, and being at the present time a member of the Executive Committee.

Those who are familiar with the association activities of Mr. Klein, doubt very much if he will be able to "take things easy" and they predict that even though he quit active business, he will continue to work for the industry, through the association, just as actively as he has in times past.

Because Mr. Klein has not taken the association into his confidence, nothing more can be said on the subject at this time, but there will be a full meeting of the Executive Committee in Chicago in June, and the opinion is ventured that Mr. Klein will attend that meeting and pull off his coat, as in times past, and commence to work for the success of the next Annual Convention which will be held in Chicago in October. And, by the way, at the June meeting of the Executive Committee, the exact dates for the next Annual Convention will be set.

OHIO COLD STORAGE LAW AMENDED

Homer McDaniel, Manager of the Sheriff Street Market and Storage Company, Cleveland, Ohio, announces that the Ohio legislature recently amended the Cold Storage Law of that state so that each of the following named commodities may now be legally stored for the period of Twelve months: Beef, Pork, Sheep, Lamb, Veal, Dressed Fowl, Eggs, Butter and Frozen Fish.

Mr. McDaniel has been a persistent and earnest worker for this amendment and now that success has crowned his efforts he will be in readiness to tackle something else which will be of benefit to the storers of perishable foods.

Mr. McDaniel will appreciate George Caven's editorial in this issue of the 'Bulletin' under the caption: "Where We Are Lame." Mr. McDaniel is one of the "neighbors" who does things, and he manages legislation just like he does his warehouse—successfully and efficiently.

PITTSBURGH

The greatest industrial city in the world. Iron and glass the chief products. Population of the community over 1,000,000.

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CHICAGO, MAY, 1923

STANDARDS OF QUALITY

Now that the Bureau of Agricultural Economics, U. S. Department of Agriculture, has made public its proposal for U. S. Standards, Classes and Grades of Eggs, it is pertinent to inquire whether "the trade," itself, should take steps looking toward the creation of uniform standards of quality and uniform trading, grading and inspection rules, or whether uniformity shall be accomplished by means of legislation administered by a governmental agency.

We have no hesitancy in saying that no agency in the world is better qualified to create standards of quality for eggs and to create trading rules and regulations covering the performance of contracts having to do with egg transactions than "the egg trade" itself, and through various trade organizations it has undertaken to do these very things from local or sectional viewpoints, with varying degrees of success.

The trade also, through the National Poultry, Butter and Egg Association, has undertaken to establish uniformity for the entire country, but success along this line has been no better than indifferent, and this seems to be due, among other things, to the constantly varying qualities of the product itself, lapse of time from date of production to date of final distribution, distance from source of production to place of final distribution (with uncertain transportation facili-

ties), weather conditions, seasonal production and sectional consumptive preferences for a particular color or for a particular quality of color, produced in a particular locality. All of these factors (and others which will occur to the reader), have operated to retard rather than to encourage the attempts that have been made looking toward national uniformity, but now that the government has taken the initiative, "the trade" should still have the opportunity of having a voice in the matter through the National Poultry, Butter and Egg Association.

Concerning standardization generally, and from an association standpoint, Herbert Hoover has said:

"Agitation has been current for many years for the extension of the federal laws to the establishment of grades and qualities of different commodities. The lack of such established grades and standards of quality adds very largely to the cost of distribution, because of the necessity of buying and selling upon sample or otherwise, and because of the risk of fraud and misrepresentation and consequently the larger margins in trading. It was considered by the department, however, that it would be infinitely better if such grades and qualities could be established voluntarily in the trades themselves, instead of by legislation, and policed by trade associations as is the case in several old established trades. * * *

On this subject, too, the Chamber of Commerce of the United States has said:

"In lines of merchandise where conditions warrant the adoption by representative trade associations of certain definite standards of quality or performance the associations can hold to account any member failing to make delivery up to the standards adopted and incorporated in sales contracts. Disputes arising in connection with such transactions readily lend themselves to settlement by the parties themselves, or by commercial arbitration. Some commercial and trade associations not only set up standards, but go further and provide rules and facilities for inspection and certification of merchandise."

It being thought entirely proper for a national trade organization to create uniform standards of quality and uniform rules and regulations for the conduct of business, and for the government to recognize such creations, it would seem that it would be, also, entirely proper for such association to say whether the conditions surrounding the business are such as to warrant such creations.

In the case before us, it is for "the trade" to determine whether the conditions surrounding the business warrant the creation of uniform "U. S. Standards, Classes and Grades of Eggs." After this determination, in the event that it is determined affirmatively, it is for "the trade," through its national organization, to create uniform standards and then have the government recognize them as "official."

With this official sanction the national organization would create its official inspection bureau and through it, police the entire trade.

Standardization of all commodities and uniformity in trade practices, where practicable, are signs of the times and those industries which have taken time by the forelock are far ahead of those which have not. The opportunity of this trade to take action, one way or the other, is now present. What will it do? In pondering this question, attention is drawn to an editorial written by George Caven, editor of Chicago Dairy Produce, reproduced in this number of the Bulletin under the caption, "Where We Are Lame." Read it,

BOYS AND GIRLS

Farm Boys and Girls, who are members of the National Boys and Girls Club, during the year 1922 produced farm products of the total value of \$7,637,145.00. The cost of production was \$4,237,341.00; the cost of all leadership was \$1,954,451.00, leaving a net profit to the nation, in dollars, of a million and a half.

This million and a half, however, is only a part of the story and the total value of the work performed by leaders engaged in the Club movement cannot be measured. For example: Over six hundred of these Boys and Girls heard and saw the story of the Cold Storage Enterprises at Chicago, last December. Many of them have since written the story in their own words and it is now the pleasure of the Executive Committee of the National Poultry, Butter and Egg Association to reproduce several of these stories in this issue of the 'Bulletin.'

The contribution of these Boys and Girls to the cold storage literature of the country will have its effect for all time to come and those who have advanced to beyond the boy and girl age might profitably read these stories.

Club Work for Boys and Girls is attracting nation-wide attention and at the moment the B. & O. R. R. Co. is offering scholarships in the States of Virginia, West Virginia, Pennsylvania, Ohio and Illinois to the boy and girl doing the most efficient club work and who is resident in the counties traversed by that company. The scholarships are valued at \$100.00 and offer the winner the alternative of an educational trip. In Maryland and Illinois the Company is distributing egg settings and pullets to the poultry club members, the contests ending in county poultry shows. In Indiana the Company is rendering like encouragement to potato clubs.

Other concerns offering like encouragement are Union Pacific System, T. M. Sinclair & Co., Cedar Rapids, Wilson and Company, Chicago and Hazel Atlas Glass Company, Wheeling, West Virginia. In addition to these the Cudahy Packing Company will provide prize educational trips during the year.

State Associations might profitably inquire into the Boy and Girl Club work of their respective States and interest the leaders concerning the advantages to be derived from quality production of poultry and eggs and the Cold Storage should continue the points of contact established last December.

J. LEO HONIGMAN

The Trades papers announce the retirement from the Egg Business of J. Leo Honigman, for many years connected with the New York firm of Seckel and Kiernan.

The announcement of Mr. Honigman's retirement will be read with sincere regret by members of the trade, from the Atlantic to the Pacific, to whom he was well known.

For many years he was active in the transportation affairs of the National Poultry, Butter and Egg Association and as a member of the Transportation Committee rendered invaluable services.

He was particularly well informed on all questions having to do with the transportation of eggs and their delivery on the New York Market, and this fund of actual information coupled with his outstanding ability to properly present it on formal occasions, made him, by tacit consent, the transportation leader on that market.

The Executive Committee of the National Poultry Butter and Egg Association makes grateful acknowledgment of the many gratuitous services rendered to the entire trade by Mr. Honigman.

U. S. STANDARDS FOR EGGS

Roy C. Potts, Specialist in Charge, Division of Dairy and Poultry Products, of the Bureau of Agricultural Economics, U. S. Department of Agriculture, in this issue of the 'Bulletin' submits "Tentative Federal Standards and Grades of Eggs".

This contribution by Mr. Potts deserves the serious attention of all persons engaged in the handling of eggs in commerce and it should bring forth their constructive criticisms.

It is unfortunate that Mr. Potts' proposition comes before the trade at this particular time (which is the flush of the producing season), because right now every man engaged in the distribution of eggs has only one thought in mind and that is to collect the eggs in the country and rush them through to the cities for consumption, for storage and for final distribution, and this he will do on the basis of the grades already established by the exchanges on the various large consuming and distributing markets.

By virtue of the conditions the egg shipper and receiver, while vitally interested, will not have a moment to devote to Mr. Potts' proposition, so far as this season's production is concerned, and the suggestion is now made that Mr. Potts give his proposition the widest publicity and have it tried out by volunteers during the season, after which the Executive Committee of the 'National' will try to bring about a conference of all shippers and receivers who are members, at Chicago, some time in January or February, 1924. The conference in mind would be conducted along the same lines as the Conference on Federal Cold Storage Legislation which was held at Chicago in April, 1921.

In the meantime, too, Mr. Potts should scrutinize similar proposals pending in several state legislatures. Right now the State of Michigan has a Bill in its legislature and another Bill has been presented to the Director of Agriculture, State of Illinois, for criticism, prior to being introduced into the legislature.

If these Bills do not conform to the ideas advanced by Mr. Potts, bearing in mind that he seeks uniformity, then uniformity will be destroyed before it is accomplished and in this phase, the proposition will take the same turn that the Uniform Cold Storage Legislation and the Uniform Good Egg Law took.

Pending serious consideration of the propositions advanced by Mr. Potts, State legislation should be soft pedaled for the sake of uniformity.

"TELL HIM NOW"

The writer of the following letter wrote it before the 'Bulletin' went to press, consequently he did not read poem "Tell Him Now" which appears in this issue of the 'Bulletin.' However, what the poet sings in verse, the writer of the letter expresses in prose. Here is the letter:

"Today we received a check in full for the account due us from—. We do not know just what the 'National' said, but it was apparently the right thing, and only goes to show how much service the 'National' can be to members if they will only call upon the Executive Offices in time of trouble. We thank you sincerely."

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References: National Produce Bank, Chicago
Dun's and Bradstreet's

ANNOUNCEMENTS

A. H. BARBER-GOODHUE COMPANY: For nearly twenty years the A. H. Barber Creamery Supply Company has been prominently before the dairy interests of the country as manufacturers of Dairy Machinery and Supplies and during this entire time the engineering activities of the company, which have kept it abreast of the times, have been under the personal direction of Mr. A. H. Goodhue and he has contributed extensively to the growth and development, not only of the company, but of the creamery business as well.

In recognizing the worth of the services heretofore performed by Mr. Goodhue, the A. H. Barber Creamery Supply Company announce that effective May 1, 1923, the name of the Company will be the A. H. Barber-Goodhue Company. In making this announcement A. H. Barber, President, states: "It is a matter of pleasure and gratification on the part of those interested in our company to change our corporate name to include the name of Mr. Goodhue. The change involves no change in financial relationships or management."

The main office of the A. H. Barber-Goodhue Company remains at 300-306 West Austin Avenue, Chicago, and Mr. Goodhue will continue to be advisor to the dairy interests.

* * * * *

D. A. BENTLEY PRODUCE COMPANY, DETROIT, MICHIGAN, is now located at 1571 Winder Street.

* * * * *

CHICAGO MILL AND LUMBER COMPANY, CHICAGO, has removed its General Offices to the Boyce Building, at Number 510 North Dearborn St.

* * * * *

HUGO JOSEPHY & SON, NEW YORK CITY, have placed I. V. Edgerton on the Chicago Market as their western representative.

* * * * *

JOHN V. McCARTHY & CO., CHICAGO, announce that Ray L. Elster is now associated with them as manager of their Egg Department.

* * * * *

CRAWFORD AND LEHMAN, PHILADELPHIA, have moved and are now located at 33 and 35 South Water Street. Telephone numbers unchanged.

AN ESSAY ON COLD STORAGE

By Sibbie McCree, Aged 14, Clinton, Mississippi

Cold Storage has done as much or more than any one thing to save the surplus of food, when food is plenty, over to a time when food is scarce, thereby distributing practically fresh products over the entire year. Civilization owes a debt of gratitude to Cold Storage, and our present state of civilization would be impossible without it.

Cold Storage of course started in a small and crude way at first and gradually grew and improved in its methods until it has reached its present state of perfection and taken its place as one of the largest and most important businesses of the country. I know nothing of Cold Storage except what I have read and what I saw and learned on my recent trip through the poultry, butter and egg department of a cold storage plant in Chicago. I was surprised, and I believe anyone who has never been through a modern Cold Storage plant would be, to see the different things needed to run a plant such as I went through.

The Cold Storage plants of Chicago, for instance, have different engines, each of high horsepower, to furnish power for the different needs of the plant. The main need, of course, is keeping the temperature cold, that is, sufficiently cold to best preserve the product stored. Now, this temperature varies for the different products, therefore different rooms or departments are necessary and different temperatures kept in each department to suit what is stored in it. The large engines are necessary to avoid the chance of a complete breakdown in power. If one engine breaks down there are others to run the plant while the broken one is being fixed. Of course the value of the different products in this plant is so large that everything must be fixed so there will be no chance of the temperature getting from under control. In a large city like Chicago, it is absolutely necessary to have in the city sufficient food for several days' consumption and safer to have enough for several weeks. The foods which spoil or deteriorate quickly need Cold Storage to safely and certainly keep them, and in this way only can a people enjoy the fresh products of a country the year 'round.

Cold Storage in connection with Cold Storage Transportation enables the people in any country to have the products of any other country in fresh condition. We ate apples taken from the Cold Storage rooms, cold, and in perfect condition.

We, 750 Club Boys were guests of The Committee of Cold Storage Warehouses of Chicago at a banquet at Hotel Sherman, December 7, 1922. At this banquet Cold Storage Products only were served and there was everything a boy wanted. We all enjoyed the banquet and also our trip through the Cold Storage plant, and this added lots to the value of our trip to Chicago. I wish to express my thanks to your committee for the interest shown in us and your kindness in showing us through and explaining the workings of a modern Cold Storage plant, and especially for the banquet which we all so much enjoyed.—*Story No. 45. Sibbie is a member of a Pig Club.*

EXECUTIVE COMMITTEE MEETING

There will be a full meeting of the Executive Committee of the National Poultry, Butter and Egg Association at Chicago early in June, at which time the exact dates for the annual convention will be set.

It is expected that all members will be present and all matters of importance to the Association will be fully discussed. It would be of assistance to the Committee if all members would take sufficient interest in the affairs of the Association to notify the Executive Offices of any matters which they believe the Association should care for; the Executive Offices will present these to the Committee.

Arranging convention programs is always vexatious. It would be of material assistance if members would volunteer suggestions on this subject: Do you want a luncheon on the first day, as last year, supplemented with a buffet luncheon for the business session of the second day? Do you want prominent speakers for the business sessions? What do you want?

Another question of importance which will come before the Committee is the proposal of the Government to adopt certain classes, standards and grades for eggs, which proposal is reproduced in this issue of the 'Bulletin.' It would be gratifying to the Committee to have each member interested mail his observations on this subject to the Executive Offices without delay.

How To Prevent A Loss When Profits Are On The Decline

Every carlot Manufacturer of Butter, likewise every large Egg Packer, knows how great the strain is when rapidly increasing spring production influences sentiment so that market prices all over the country start slipping at one and the same time.

Invariably cards are out offering prices based on previous existing conditions. Without future trading there is nothing to do except to accept the over priced raw material and sit tight while it is being manufactured or graded into the finished product, allowing a week or ten days more in which to make market delivery.

You, who have sweat blood more than once under these conditions, know how helpless the buyer is.

He can't go back on his bids, nor can he often withdraw them. His buying prices are largely arrived at on a discounted or anticipated present market basis.

Besides, his bidding prices must be on a par with his competitors, or the other fellow will corral his raw material.

Then how is protection to be secured and a loss prevented when you are confident prices are due to decline?

There is only one way, and that by hedging car for car on the future call of the Chicago Mercantile Exchange.

With a market furnished every day for present and future delivery why take chances?

Your cost price tells you what your delivered selling price must be to insure a profit. As soon as you can estimate what your week's make will be, call up your broker and hedge an equal number of cars to bridge over the manufacturing, packing and in-transit periods. Nine times out of ten before the actual decline takes place they can be sold at a price that will insure you a liberal profit.

By all means do this, especially while spring production is increasing by leaps and bounds and prices everywhere are subject to daily fluctuations.

Clearing House "Educational Bureau"

CHICAGO MERCANTILE EXCHANGE

SWAT THE ROOSTER AND MARKET INFERTILE EGGS

By Arthur T. Nelson, Missouri State Marketing Commissioner.

The Missouri State Marketing Bureau is using its field force and other resources to foster a "Swat the Rooster" campaign this season. Last summer the Marketing Bureau conducted a state-wide egg candling and grading campaign which is reported to have accomplished much good in Missouri in improving the quality of eggs, as well as attract considerable attention throughout the nation. The infertile eggs program is a follow-up to the candling and grading program.

As a result of the work done in the past twelve months many of the egg buying firms scattered throughout rural Missouri are purchasing eggs from the producer according to grade. The establishment of a state-wide purchasing system that recognizes a differential in price between the good eggs and the poor eggs is the ultimate objective of the efforts of the Marketing Bureau.

It is estimated that the annual loss to Missouri egg producers from fertile eggs reaches one and one-quarter million dollars. Infertile eggs stand heat better and therefore incubate and deteriorate much less slowly than fertile eggs. The means of securing infertile eggs is simple enough—Swat the Rooster. Efforts to get this done in past years have been rather unfruitful, but the State Marketing Bureau believes that there is being manifested a new interest in improving the quality of Missouri eggs as shown in the results of its work during the past year.

A survey was recently made by the Marketing Bureau which indicates that with sufficient encouragement to the producers from ten to twelve straight carlots of infertile eggs could be shipped from Missouri to the eastern markets weekly. An effort is being made to secure enough infertile eggs for a weekly carlot shipment from each of the following concentration points: St. Louis, Kansas City, Springfield, St. Joseph, Shelbyville, Chillicothe, Kirksville, Clinton, Carrollton, Moberly and Albany.

It is safe to say that when such a program does meet with success in Missouri the producer of the infertile eggs will be able to realize 5 cents or more per dozen than for the ordinary run of fertile eggs during hot weather.

NEW BRITISH REGULATIONS AFFECT AMERICAN CONDENSED MILK TRADE

America's condensed-milk trade with Great Britain may be greatly curtailed as a result of new regulations made by the British Government as contained in a cable message just received by the United States Department of Agriculture from its London agricultural representative. These regulations call for condensed-milk of a composition that many of the smaller American condensed milk manufacturers may find it difficult to produce, officials of the Department of Agriculture say.

The chief change in the regulations, which are effective August 1, is the requirement of 9 per cent of fat in full cream unsweetened and sweetened milk, as compared with 7.8 per cent of fat in unsweetened milk and 8 per cent in sweetened milk required in American standards. Canadian manufacturers will be similarly affected, it is believed, inasmuch as condensed-milk standards there are the same as the American standards.

In 1922, the United States exported 23,000,000 pounds of condensed and evaporated milk to the United Kingdom as compared with 420,000,000 pounds in 1919, the record year in condensed milk exports due in part to purchases for relief purposes.

DANIEL J. COYNE, Jr.
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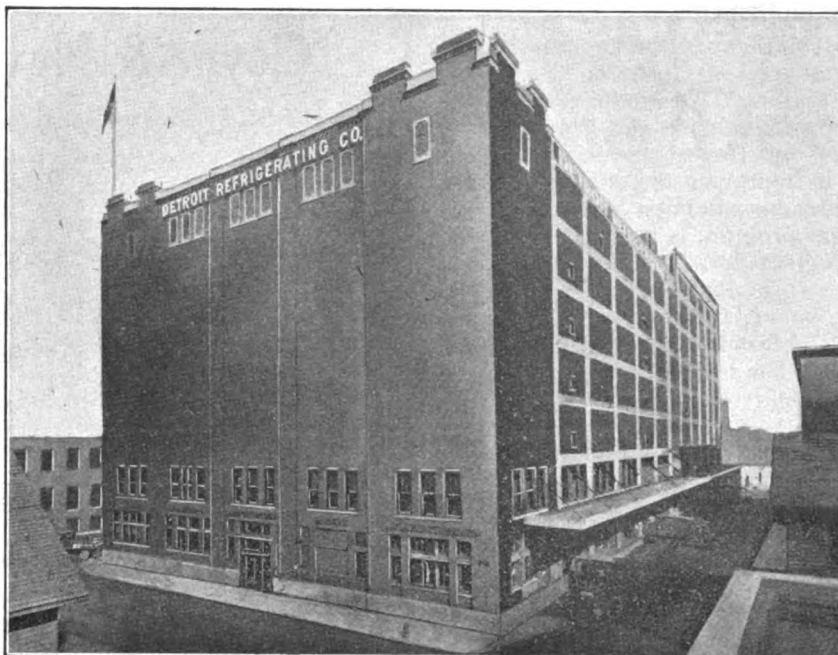
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COST OF LIVING IN U. S.**Food Prices at Corner Grocery Store in February
42 Per Cent Above Pre-War Level**

The cost of living, insofar as food is concerned, seems to have stabilized itself following the violent fluctuations that occurred during and after the World War.

The level of food prices at neighborhood stores throughout the United States during February stood at a point 42 per cent above the level of 1913, according to a nation-wide investigation just completed by the Department of Labor. The investigation covered prices charged by neighborhood stores in all large cities for

twenty-two common articles of diet.

The food price level of February was shown to be exactly the same as the level of February a year ago. Fluctuations occurred during the year. But this is economically normal. Prices fell off in the Spring and Summer, rose again during the Fall months, reached a peak during the holiday period and immediately thereafter began to decline. These fluctuations are seasonal and occur each year.

It is unlikely that the level of food prices will ever descend to that of the pre-war period, economists explain.

The average price to the householder at neighborhood stores throughout the United States of meats was slightly higher in February than in the same month of 1922. Sirloin steak cost 46 per cent more than in 1913, while a year ago the average price was 39 per cent above the pre-war period.

Prices of all principal foods are well above those of the pre-war period. Changes in some foods during the year are shown in the following table:

Food.	Percentage Above 1913 Price Level	
	1922	1923
Rib roast	34 per cent	39 per cent
Pork chops	40 per cent	37 per cent
Bacon	40 per cent	46 per cent
Ham	73 per cent	67 per cent
Lard	1 per cent	10 per cent
Chicken	73 per cent	67 per cent
Eggs	40 per cent	34 per cent
Butter	20 per cent	51 per cent
Cheese	49 per cent	70 per cent
Milk	48 per cent	54 per cent
Bread	54 per cent	55 per cent
Flour	55 per cent	48 per cent
Rice	7 per cent	8 per cent
Potatoes	94 per cent	24 per cent
Sugar	16 per cent	58 per cent
Coffee	10 per cent	26 per cent
Tea	25 per cent	27 per cent
Average price level.....	42 per cent	42 per cent

BETTER EGGS

The "Better Eggs" campaigns which are being waged in various states (notably in the State of Missouri, under the personal supervision of Arthur T. Nelson, State Marketing Commissioner), merely means that better eggs will be started on their way to the consumer and will reach him with less handling and in better condition.

The elimination of handling costs means more money for the producers and handlers and less cost to the consumer, and this is what all are striving for.

Colonel Nelson has started his Swat the Rooster Campaign and as a result of it hopes to make St. Louis, Kansas City, Springfield, St. Joseph, Shelbina, Chillicothe, Kirksville, Clinton, Carrollton, Moberly and Albany carload shipping points for infertile eggs.

ESTABLISHED 1879

**Our Produce Sense Will
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Consign or sell your

BUTTER-EGGS-POULTRY

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FRANK J. GAFFNEY, Manager, Egg Dept.

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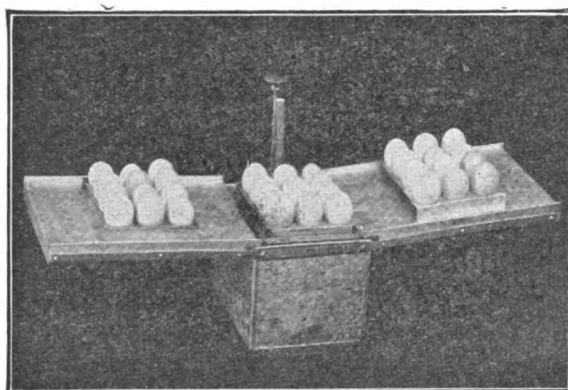
The One Safe Way to Prepare Your Eggs for Storage

History always repeats—last winter guaranized eggs brought a premium over all other processed eggs and storage stock. It will be the same this year, it will be the same every year, for guaranizing is the last word in egg preservation.

In order that every shipper of eggs be speedily certain that guaranizing excels, we have just produced a small guaranizing outfit, it will do the same work as the large one, and is just the outfit to start with this season. Try this on some summer eggs.

WRITE OR WIRE FOR YOUR GUARANIZING OUTFIT TODAY

Have ready for immediate shipment several large type Guarantizing Machines, Model 48C, capacity over 50 cases per hour; motor driven.



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SELLING AGENTS “HOLD-TITE” FLATS, THEY PREVENT BREAKAGE.

EGG BILL FOR MICHIGAN

April 12, 1923, Introduced by Senator Riopelle and referred to the Committee on Agriculture.

A BILL (S. 323)

To provide for the regulation of traffic in eggs, define standards therefor, provide for the licensing of dealers in eggs, prevent fraud and misrepresentation in dealing in eggs, prevent the sale of eggs unfit for human food and repeal all acts or parts of acts in conflict herewith.

The People of the State of Michigan enact:

SECTION 1. That no person, firm, corporation or association shall sell, offer or expose for sale, or have in his possession with the intent to sell or traffic in, any egg unfit for human food, unless the same is broken in shell and then denatured so that it cannot be used for human food. For the purposes of this act, an egg shall be deemed unfit for human food if it be added or mouldy, a black rot, a white rot, or a blood ring; or if it has an adherent yolk, or bloody or green white; or if it be incubated beyond the blood ring stage; or if it consists in whole or in part of a filthy, decomposed or putrid substance.

Sec. 2. For the purposes of this act:

(a) The term "fresh eggs" shall be construed to mean newly laid, sound, whole, clean, of normal size, and before the candle shall have the following characteristics:

Air Space: Not enlarged; less than three-fourths inch in diameter;

White: Firm and clear;

Yolk: Dimly seen through the white as a shadowy object indistinct in outline. The chick spot is not visible.

Distinguishing characteristics: No shrinkage and general firm conditions of white and yolk.

(b) Out of the shell, shall have the following characteristics:

White: Firm and thick; opalescent; reflects the light;

Yolk: Spherical and firm; chick spot small, with no signs of hatching. Color is uniform for the entire yolk, but varies in color from light yellow to deep orange, and is occasionally olive green;

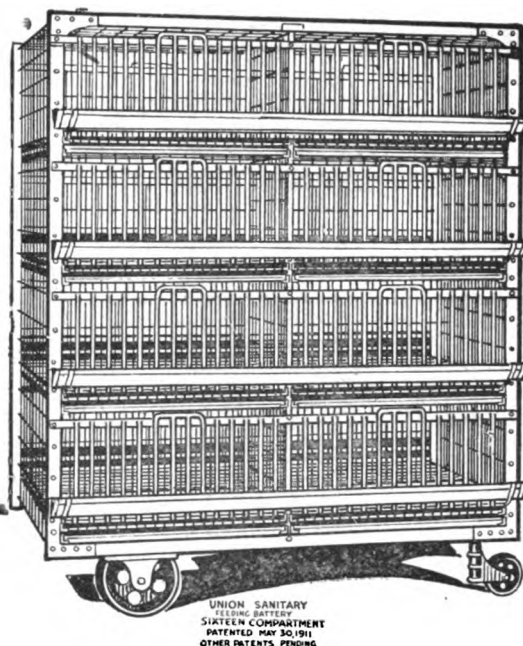
Distinguishing characteristics: General firm condition of white and yolk. White: opalescent.

Sec. 3. Held Fresh. All eggs that do not conform to the above standards shall be known as "Held Fresh" and shall be sold as such; invoices to the purchaser to be plainly marked "Held Fresh."

Sec. 4. Cold Storage Eggs. All eggs that have been held in cold storage for longer than sixty days, whether or not they have been sterilized, processed, or guaranized, shall be classified as "Cold Storage Eggs" and shall be sold as such; invoices to the purchaser to be plainly marked "Cold Storage Eggs."

Sec. 5. "Current Receipts" are herewith defined to be eggs which have never been held in cold storage, or under incubation, and have not been sterilized, guaranized or subjected to other similar process for the purpose of preservation.

Sec. 6. No person, firm, corporation or association shall sell, offer or expose for sale, at wholesale or retail, cold storage eggs without marking or stamping plainly and conspicuously, in black letters not less than one inch in height upon a light background, upon each and every case, box, basket, package or other container in which the eggs are placed, the words, "Cold Storage Eggs."



Set Up or K.D.

The UNION STEEL BATTERY is a WONDER

K. D. it's a marvel of compactness. Only 20 ordinary set up batteries, weighing 11,000 pounds, to the minimum car of 20,000 pounds. That means you pay for nearly twice as much freight as you use. With the UNION K. D. you use what you pay for—look at the pictures.

Set up, UNION Batteries are wonders of roominess. 1" to 2" more head room. 15% to 20% more floor space. More sunlight—less crowding—more air. Quicker gains, bigger profits.

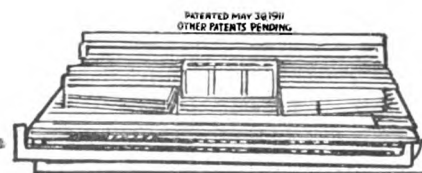
Every UNION Battery is fully galvanized after making. Rust-proof. Quickly cleaned with steam or hot water. All-steel—solid as a battleship, and will last indefinitely. Every part of the UNION is replaceable, keeping the Battery always new, and your investment always good.

Our complete catalog of Cooling Racks, Box and Egg Case Trucks, Barrel Trucks, Wall Racks, etc., free for the asking.

Union Steel Products Co., Ltd.

DEPT. 20 ALBION : MICHIGAN U. S. A.

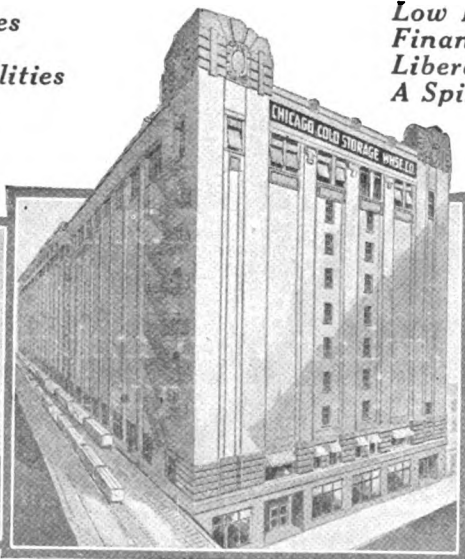
Nearly five times as many UNION Steel Batteries per car K. D. as set up, at a big saving in freight. Easily erected by anyone.



Store Your POULTRY, EGGS, BUTTER with

*Modern Warehouses
Quickest Service
Best Railroad Facilities
Reasonable Rates*

*Low Insurance
Financial Strength and
Liberal Advances
A Spirit of Accommodation*



CHICAGO COLD STORAGE WAREHOUSE CO.

G. M. WEAVER,
Vice President and General Manager

EDWIN C. GOTT

N. A. EMMERTZ
Secretary and Treasurer

GENERAL OFFICES—1526 S. State St., Chicago, Ill.

ESTABLISHED 1894

*"When You Want the Coin—
Ship to Coyne"*

**FRESH EGGS WANTED
CREAMERY BUTTER
LIVE POULTRY**

Carlots or Less

Financial Responsibility Exceeds \$200,000.00

Coyne Brothers

Telephone Main 2835

**119 W. Southwater St.
CHICAGO**

THE NATIONAL BANK of COMMERCE

IN CHICAGO

Formerly The National Produce Bank

For 15 years we have specialized in Produce Commission Poultry, Butter and Egg accounts. Out of town merchants can obtain the best and quickest results by having their drafts routed thru this bank.

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H. B. AHRENSFELD.....Asst. Cashier
WM. F. GLEASON.....Asst. Cashier
CECIL A. EVANS.....Asst. Cashier

DIRECTORS

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Fruit & Produce Commission Merchants
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F. W. MORE,
C. H. Weaver & Co., Commission Merchants.
FREDERICK N. PEASE, Western Representative
Williams & Peters, Coal.
CLYDE T. HAYS, Treasurer
Beatrice Creamery Co.
THOS. C. BLAYNEY, President
Riverside State Bank, Riverside, Ill.
RALPH N. BALLOU, Cashier
EDWIN L. WAGNER, President.

Sec. 7. Beginning June first and until December thirty-first, no person, firm, corporation or association shall offer or expose for sale to retailer, eggs that have not been candled. During the months of January, February, March, April and May, fresh current receipts may be sold as such but must be plainly invoiced to the purchaser as "fresh current receipts."

Sec. 8. The term candling as used herein shall be construed to mean the careful examination, in a partially dark room or place, of the whole egg by means of a strong light, the apparatus and method employed to be such as shall be approved by the Commissioner of Agriculture. No licensed person, firm, corporation or association shall offer for sale to the retailer, from June first to December thirty-first, any eggs that have not been candled.

Sec. 9. For the resale of eggs. One wholesaler can sell to another wholesaler, eggs in their original package, providing they are plainly invoiced what they are. The wholesaler who purchases the eggs must comply with all rules and regulations before resale to the retailer.

Sec. 10. That for the purpose of enforcing the provisions of this act, it is hereby required that no person, firm, corporation or association known as wholesalers shall engage in the business of buying, selling, dealing in or trading in eggs, without first obtaining from the Commissioner of Agriculture a license to conduct such business.

Sec. 11. For the purpose of this act, a wholesaler shall be defined as any person, firm, corporation or association, who buy eggs in lots greater than one case for the purpose of consignment or re-sale to persons, firms, or corporations known as retailers or direct to the consumer, and does not include retailers.

Sec. 12. License to engage in the business specified in section 10 shall be granted by the Commissioner of Agriculture to any person, firm, corporation or association lawfully entitled to do business within this State, annually, commencing with the first day of July, nineteen hundred twenty-three, upon the production of evidence, satisfactory to the Commissioner of Agriculture in such form as he may require; that the applicant can and will comply with the provisions of this act, and upon the payment of a license fee of five dollars. Moneys received by the Commissioner of Agriculture under the provisions of this act shall be paid by him into the State Treasury and become a part of the general fund. Said license shall contain a serial number and the number shall appear on all stationery and invoices of the licensee.

Sec. 13. That no person, firm, corporation or association shall, in buying or selling eggs, take or give a greater or less dockage for eggs unfit for food as defined in section 1 of this act than the actual dockage which has been determined by the careful candling of the eggs so purchased or sold, and he shall keep such candling records as may be required by the rules and regulations of the Commissioner of Agriculture. All such records shall be open at all reasonable times for examination by the Commissioner of Agriculture or inspectors of the Department of Agriculture. The term "candling" as used herein shall be construed to mean the careful examination, in a partially dark room or place, of the whole egg by means of a strong light, the apparatus and method employed to be such as shall be approved by the Commissioner of Agriculture. Every person, firm, corporation or association engaged in the business of buying eggs in this State for re-sale or consignment shall provide and maintain an adequate place for the ac-

EGGS

**BUYERS :: BROKERS
COMMISSION**

**BOWMAN & CO.
Inc.**

**WHOLESALE
DEALERS**

**136 West Lake Street
CHICAGO**

H. T. Pond Co.

**:: :: EGGS AND :: ::
DRESSED POULTRY**

**361 Washington St.
New York - - - N. Y.
Get in Touch with Us**

Industrial Cold Storage and Warehouse Co. Philadelphia, Pa.

Located on Philadelphia & Reading Terminal, connecting with all Refrigerator Lines. Bill all shipments our care, "Philadelphia & Reading Ry. Delivery." No switching Charges. Unequaled facilities for the handling of and caring for **Poultry, Butter, and Eggs**. Liberal advances. Rates consistent with the efficiency of "The House of Service."

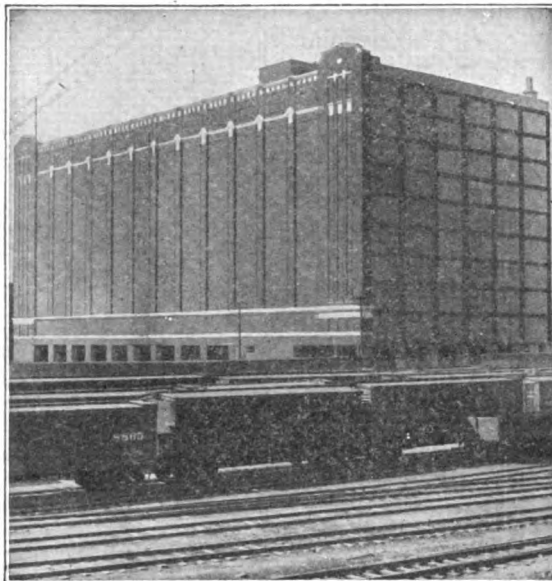
BUTTER AND EGGS

Store in Chicago's newest, most progressive cold storage warehouse

Merchants and shippers holding their goods in Chicago are not confined by freight charges to doing business in one locality. They have the pick of the entire market. Like Kings in checkers, they can jump both ways

The Fulton Market is as strategically located in Chicago as Chicago is in the country. To store in the Fulton Market is to begin with a great advantage

In the heart of the Fulton and Randolph Markets Close to South Water St., yet out of the congested Loop District



Take advantage of our Low Insurance, Liberal advances and Superior Service

Served by Penna. and C. M. & St. P. R. R., Direct connections with all railroads entering Chicago

Consign cars our care, C. M. & St. P. R. R., Morgan St. delivery

Free and U. S. Bonded

OUR SERVICE ELIMINATES COMPETITION

Fulton Market Cold Storage Company

V. O. APPEL, Vice-Pres. and Treas. C. E. NELSON, Manager GEO. W. BODMER, Asst. Treas.
Fulton and Morgan Streets, CHICAGO

DAVIS ROD COOPS



STRONG—DURABLE—ECONOMICAL

EXTRA LARGE HICKORY RODS
IRON RODS IN CORNERS
LIGHT WEIGHT—18 LBS.
PROMPT SHIPMENTS

Write for Prices

THE DAVIS LUMBER COMPANY
MARTINSVILLE, INDIANA

FUTURE TRADING—BUTTER and EGGS

Bowman & Company, Inc.

136 W. Lake St.

CHICAGO

*Solicit YOUR orders
Careful, Accurate, Efficient Service*

FRANK SWEENEY

Wholesale Butter and Eggs

BUYERS—SELLERS—BROKERS
"Quality and Value Experts"

192 N. CLARK ST.

CHICAGO

Established 1862

GOLDEN & COMPANY

Butter, Eggs, Poultry, Fruits
WASHINGTON, D. C.

COOPER & SISSON

Receivers and Wholesale Dealers

BUTTER, CHEESE & EGGS

73 to 81 Dyer Street,

Providence, R. I.

BOSTON—is one of the best markets
for Poultry and Eggs—
the public in New England
are prosperous and are ready to receive your offerings through

A.&O.W. Mead & Co.

BOSTON

MASS.

FRED. D. OETJEN

Largest Handler of Packing Stock Butter

WIRE OR WRITE FOR PRICES

339 Washington Street

New York City

curate candling of eggs and a suitable place for the proper handling of eggs which are intended for human food.

Sec. 14. On all invoices there shall appear the grade of eggs sold and these invoices shall be kept in the files of the person, firm or corporation to whom the eggs have been sold for a period of three months.

Sec. 15. There shall be placed on the top layer under the top flat of every case of candled eggs, by the person candling same, a candling certificate. Such candling certificate shall be printed on cards or sheets of paper not smaller in size than $2\frac{3}{8} \times 4\frac{1}{4}$ inches and shall give the date of candling of the eggs contained in the case in which it is placed, the name, initials or number of the person candling the eggs, and the name of this State and the license number of the person, firm, or corporation for which the eggs were candled.

Sec. 16. The duty of enforcing this act and carrying out its provisions and requirements shall be vested in the Commissioner of Agriculture. The said Commissioner of Agriculture shall be empowered to adopt such reasonable rules and regulations as may be deemed necessary in order to secure efficient enforcement of this act and its provisions.

Sec. 17. That any person, firm, corporation or association failing to comply with the requirements of, or violating any of the provisions of this act, shall be guilty of a misdemeanor and shall, upon conviction for the first offense, be fined not more than one hundred dollars or be imprisoned in the county jail for not more than sixty days or by both such fine and imprisonment. For the second or any subsequent offense, he shall be fined not more than two hundred dollars or be imprisoned in the county jail for not more than ninety days or by both such fine and imprisonment. And, in addition to such fines or imprisonment, in the discretion of the court, for the first offense his license may be suspended for not more than thirty days; for the second or any subsequent offense his license may be revoked.

Sec. 18. All laws or sections of laws and amendments thereto or thereof now in force in this State which may be in conflict with the provisions of this act, are hereby repealed.

NEW MEMBERS

Coyne & Nevins Co., 168 W. South Water St., Chicago, Ill. (Butter, Eggs, Poultry and Cheese.)
 Harold L. Brown Co., Inc., 172 Duane St., New York City. (Butter, Cheese and Eggs.)
 Central City Cold Storage Co., Inc., 1001 Burnet Ave., Syracuse, N. Y. (Cold Storage and Ice Making).
 Collis Products Co., Clinton, Iowa. (Collis Process Pure Dried Buttermilk.)
 Central Produce Co., Inc., Temple, Texas. (Live and Dressed Poultry, Butter and Eggs.)
 W. M. Evert, Concordia, Kansas. (Butter, Eggs and Poultry.)

RATES ON BUTTER

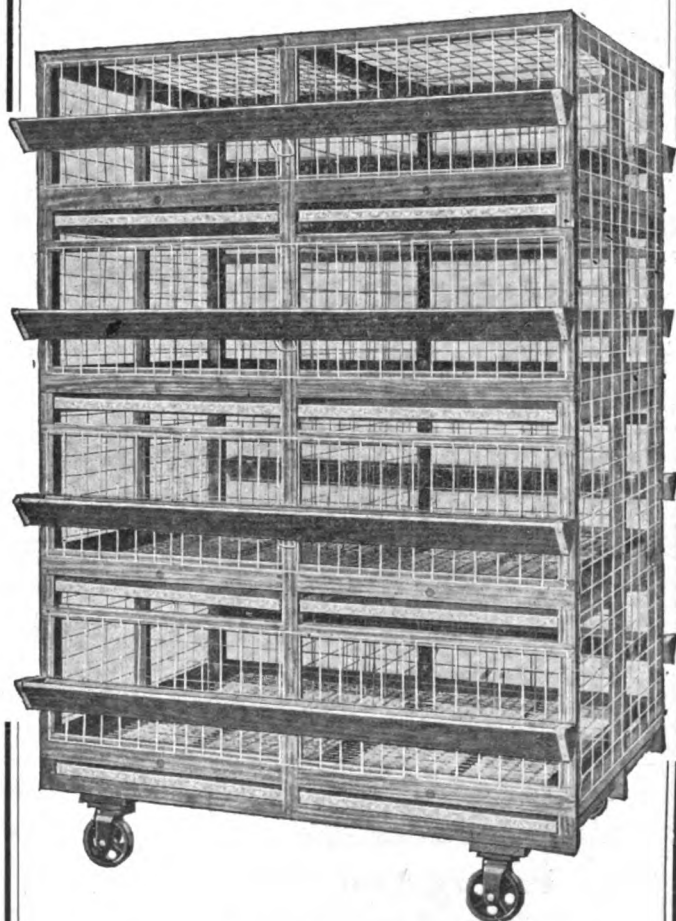
Minneapolis, St. Paul and Sault Ste. Marie Ry. Co., Tariff No. 30595 publishes the following reduced rates on less carload shipments of butter to Chicago, Ill., Manistique, Mackinaw City, and Sault Ste. Marie, Mich.: From Acoma, Minn., $91\frac{1}{2}c$; Cedar Mills, Minn., $92\frac{1}{2}c$; Corvuso, Minn., $94c$; Cosmos, Minn., $95c$; Lake Lillian, Minn., $96c$; Thorpe, Minn., $95c$.

The rates to Manistique, Mackinaw City and Sault Ste. Marie, Mich., apply only to shipments which are destined to points beyond. The reduced rates became effective April 5, 1923.

Danley Batteries

Isn't it time you began to think about the batteries you will need this season? We can save you 30 to 40% by equipping with our batteries; they are the most sanitary, built upon honor and for durability, and at reasonable prices; and the trade is taking advantage of these facts and are ordering early as we have double the orders booked now of any other season this early; and as there is no possible chance for batteries and cooling racks to be any cheaper this season we advise early ordering.

Write today for prices. DO IT NOW.



Danley Sanitary Mfg. Co.

Department Y

St. Johns, Mich.

Western Representative

W. P. KERNAN, 208 N. Wells St., Chicago, Ill.

A MODERN COLD STORAGE WAREHOUSE

By Lyman Lester, Aged 17, Malcolm, Ill.

My first opportunity of seeing a Cold Storage Warehouse was during my recent trip to Chicago, due to the kindness of the Cold Storage Warehousemen of Chicago. By seeing pictures and hearing about the working of such a warehouse one can get some idea of it, but he cannot fully realize and appreciate it until he has ACTUALLY SEEN IT.

The function of a Cold Storage Warehouse is to receive perishable food products and keep them in the same form as they receive them until the goods are to be delivered and then they are shipped out, still in the same form as received. The warehousemen own nothing but the building and its fixtures and are paid rent for keeping the food in storage.

The cold storage warehouse for commercial purposes is only a little over four decades old in the United States, but it has grown rapidly, now having some 260,000,000 cubic feet of refrigerated space in public plants, with as much more in private warehouses. In 1887 Chicago had about 3,000,000 cubic feet of refrigerated space, but today has forty times that amount and is the country's largest refrigeration center.

Many people have a mistaken idea of the Cold Storage Warehouse. They think it is a place to store products until the price is raised, caused by the lack of supply of that article and then selling it at a large profit. It is just the reverse of this. The surplus perishable food products from times of plenty are preserved until the scarcity season, tending to equalize the price of that commodity during the year. For example, if eggs were not stored during the season of plenty and sold during the season of scant production, eggs would be much higher during the scarcity season. People also often think that foods are kept so long in cold storage they are not fit

for human use, but this is not true as state laws limit the time of storage to twelve months on many commodities, although the time may be extended on some articles, such as cheese. State inspectors inspect the stored goods frequently to see that the laws are carried out. That the products are good was proven to me by the excellent banquet given by the Cold Storage Warehouse people of Chicago, serving only Cold Storage Food.

As we entered the Cold Storage Warehouse I saw some men busy loading a refrigerator freight car with casks of butter. The butter had been stored in the warehouse and was being shipped out. The refrigerator cars have ice boxes in each end and together the boxes hold from six to twelve tons of ice, depending upon what is to be shipped. Products are transported to and from the warehouse in these cars by fast freight and this keeps the food from spoiling in transit. The cooling process is furnished by a large plant, the low temperature produced by the rapid evaporation of liquid ammonia being utilized. A giant engine compresses the gaseous ammonia in many feet of large coiled pipe. The high pressure causes the gas to liquefy and the liquid passes slowly into the evaporator pipes which are in the different refrigerated rooms, the evaporation there causing the cooling. The now gaseous ammonia is returned to the condenser pipes, thus passing repeatedly through the same cycle of changes. The pipes in the refrigerated rooms are covered with hoar frost, which is frozen moisture from the air. There is duplicate refrigerating machinery so that if anything goes wrong with the working engine the idle one may be put into use, thus preventing many stored goods from spoiling and large losses.

Whenever a car arrives with articles to be put into cold storage it is immediately put into the shed and promptly unloaded. Each box or package is dated, lot numbered and put in the correct room. This omits delay in sending out and if the warehouse cannot deliver the goods when called upon they must pay for them. The manager must know just what place to put every article, in a room with the exact temperature and the exact amount of moisture. He must know what apples will freeze if put into a room of too low temperature, peanuts will mold if put into a room of excess moisture and so forth. All rooms must be kept at a uniform temperature and with a uniform degree of moisture. So periodically during the day a record of the temperature and of the degree of moisture for each of the rooms is taken by the overseer and his assistants to see that both remain constant.

Besides visiting the engine room we went to the freezer room, the apple room, the egg room and the butter room. The freezer room is kept at a temperature of about five degrees below zero and in it is kept dressed poultry and other things requiring a low temperature. In the apple room many bushels of fine apples are kept in wooden crates. Each apple is wrapped in tissue paper. There are two classes of eggs kept. Some are kept in cases with the shell on, others without the shell are placed in tin containers, some tins containing yolks alone, others whites alone and others both whites and yolks mixed. The butter is kept in wooden casks in rooms that are very cold. All rooms are very clean and kept so all the time.

I was much impressed with the Cold Storage Warehouse. Everything is clean, sanitary and handled strictly careful. All the articles of food I saw were products from the farm; butter, eggs, apples and poultry. The warehouse is for the farmer and he should use it, even though he may not have a very large amount of products to be stored. In this way he will be benefiting the consumer, the warehouseman and himself.—*Story No. 47. Lyman is a member of two Pig Clubs.*

F. M. HEGGIE

WHOLESALE

BUTTER—EGGS—POULTRY

208 NORTH WELLS ST.

CHICAGO

B. W. OTIS & CO.

Commission
Receivers of

DRESSED POULTRY

West Washington Market

New York

Reference: Chatham & Phenix Nat'l Bank, 14th Street Branch
or any Commercial Agency

WATSON & KELLY

320 W. South Water St.

Poultry, Veal and Game

CHICAGO

EGGS

CUTLER

NEW YORK

331 Greenwich Street

GOOD BYE SHRINKAGE!

The New Super- Mash

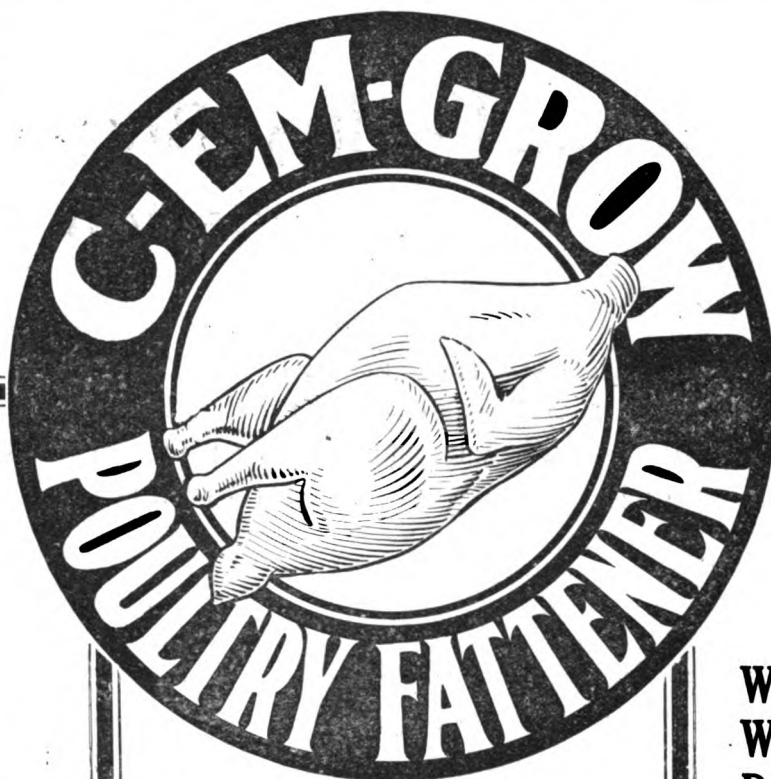
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by Actual
Live Car
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CONTAINS:

Rolled Oats	Flour
White Corn	Middlings
Meal	Red Dog
Extrafine	Flour
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Corn Germ	Meal
Meal	Bone Meal
Soya Bean	Calcium
Meal	Carbonate
Beef Scraps	Salt

GUARANTEED ANALYSIS:

Protein . . .	15%
Fibre	4%
Fat	5%
Carbo	50%



*The REAL
Flesh Builder*

With or
Without
Dried
Butter-
milk

YOU cannot afford to overlook this great ration that has overcome every objectionable feature of a prepared feed for live car and station feeding. It will give you *most weight at least cost*. Now being fed by many of the largest feeders. "*A smell and you are sold*"

Will Stand Up Solid in Any Batter

Wire or write for Trial Order and Free Samples, TODAY

Manufactured Exclusively by

J. J. BADENOCH CO.

400 N. Union Avenue : CHICAGO

The Traffic Service Department

OF THE

National Poultry, Butter and Egg Association

NOT CONDUCTED FOR PROFIT
AVAILABLE TO MEMBERS OF THE ASSOCIATION ONLY
NOMINAL MONTHLY CHARGES
SUPERVISED BY THE EXECUTIVE COMMITTEE
OPERATED BY TRAFFIC EXPERTS.

The TRAFFIC SERVICE DEPARTMENT of The National Poultry, Butter and Egg Association AUDITS Freight and Expense Bills and PRESENTS CLAIMS for Overcharges—It advises concerning routes and QUOTES RATES. Presents claims for LOSS AND DAMAGE and recommends PREVENTIVE measures. Service includes RATE ADJUSTMENTS. In a word the Department was created for RELIEVING members of all their TRAFFIC TROUBLES and it is meeting with a large degree of success. Keeps members advised up to the minute concerning all rate and regulatory changes by means of SPECIAL BULLETINS

If in need of Traffic Service, make your wants known to any representative of the National Poultry, Butter and Egg Association, or mail inquiry to the Executive Offices, 208 North Wells Street, Chicago.

Application and sample contract mailed on request.

All matters treated with the utmost confidence.

JOIN NOW!

National Poultry, Butter & Egg Association

TRAFFIC DEPARTMENT

FISH COMPANY FINED \$5,000

Pleads Guilty to Making False Claim Against Railroad

The maximum fine of \$5,000 was assessed today by Federal Judge James H. Wilkerson against the Lakeside Fish & Oyster Company, 657 Fulton Street, following a plea of guilty to a charge of filing a false claim for damage against the New York Central Railroad. The fish company had asked \$500, claiming a carload of fish shipped here from Cleveland in 1919 had spoiled in transit. Investigation disclosed, it is said, that the fish did not spoil, but were received, placed in storage and later sold and that the claim was made fraudulently.

Fined \$250 Each

Phillip V. Fay, president, and J. Martin Jacobson, secretary, of the Great Central Forwarding Company of 100 Hudson Street, Manhattan, and with offices also at the Wallabout Market and in Chicago, were fined \$250 each today by Federal Judge Garvin.

They pleaded guilty to a charge of violating the Inter-State law in forwarding goods under false labels. The corporation was also fined \$500.

Fay and Jacobson were indicted in 1921, and it was alleged that they sent fifty or sixty carloads of goods from the Wallabout Market to Chicago, describing the goods as other than they really were in order to get lower shipping rates for them.

Witnesses had been brought here from Chicago, but the defendants changed their minds at the last moment and pleaded guilty. J. Stanley Payne, counsel for the Interstate Commerce Commission, and Guy O. Walser, Assistant United States District Attorney, represented the government.

EMPTY POULTRY COOPS

Supplement No. 54 to Agent E. B. Boyd's Circular 1-P and Supplement No. 21 to Circular No. 17-C publishes a reduced rating of fourth class to apply on empty poultry coops, returned, less carloads, used in the transportation of live poultry. The rating applies in connection with the tariffs of the Western carriers which are governed by Agent E. B. Boyd's Circulars 1-P and 17-C.

The present rating of one and one-half times first class is provided for in the Consolidated Classification. The fourth class rating will become effective on May 15, 1923, and will apply only on coops that when filled were transported by railroad and not by express. The reduced rating as named in the above mentioned circulars will not apply on Kansas, Nebraska and Minnesota State traffic.

Supplement No. 5 to Union Pacific Tariff No. 100-D publishes a reduced rating of fourth class to apply on old poultry coops. This rating applies only on shipments moving between points in the State of Kansas and when the tariff naming the rate is subject to Union Pacific Tariff No. 100-D.

LOWER RATE ON CHEESE

Agent E. B. Boyd's Tariff No. 6-L names a reduced rate of 82c cwt., to apply on L. C. L. shipments of cheese from Campbellsport, Wis., to Paducah, Ky. The rate will become effective May 15, 1923.

REFRIGERATOR CAR SERVICE

In a circular to dairy shippers, dated April 11th, D. P. Skinner, Western Dairy Agent, New York Central Lines, calls attention to the operation of through refrigerator car from Chicago to Springfield, Mass., for the accommodation of less than carload shipments. Car leaves Chicago via the Michigan Central on Thursday of each week and runs through without transfer. Shipments in this car are scheduled to arrive at Springfield fourth morning, and Mr. Skinner suggests that shipments for Springfield be held over for this car, thus avoiding the delays incident to transfer en route.

Shipments for Worcester, Mass., Hartford and New Haven, Conn., will also be handled in this service, such shipments to be subject to box car service beyond Springfield.

Mr. Skinner also announces the operation of through refrigerator service from Chicago to Grand Rapids, Mich., on Tuesdays, Wednesdays, Thursdays and Saturdays.

CHEESE RATES IN SOUTH

At the present time, the rating on cheese in Southern Classification Territory is the same for carloads and less carloads, in other words, the third class rating now in force applies on any-quantity. A representative of the National Poultry, Butter & Egg Ass'n, attended a hearing on April 18, 1923, before the Consolidated Classification Committee concerning the application of the carriers to cancel the less carload rating of third class and establish in lieu thereof, a rating of second class.

If the carriers succeed in cancelling the any-quantity rating in the South, it would mean an increase on both less carload and carload traffic. At the present time, there is no charge for icing carload shipments of cheese in the South because the rating is on an any-quantity basis. A charge for the icing of carload shipments would be published if the proposal of the carriers were to become effective.

It was stated by the representative of the 'National' that a third class rating is not too low to apply on less carload shipments and that members of this Association were opposed to any increase on either carload or less carload Traffic.

RATES ON POULTRY AND EGGS

Propose Lower Rates from Gainesville, Ga., to Eastern Cities

The Southern Freight Association has for consideration, and is handling under its Subject No. 9760, a proposal to establish the following reduced freight rates on eggs in straight carloads or in mixed carloads with dressed poultry; Gainesville, Ga., to Boston, \$1.35; to New York City, \$1.26; to Philadelphia, \$1.14; to Baltimore and Washington, \$1.06½ per 100 lbs.

On dressed poultry in straight carloads from Gainesville, it is proposed to establish rates as follows; to Boston, \$1.22; to New York, \$1.13; to Philadelphia, \$1.01; to Baltimore and Washington, 94c per 100 lbs. The higher class rates are now in effect.

REFRIGERATION CHARGE

At a hearing held on April 25, 1923, before the National Perishable Freight Committee, discussion was had with respect to a proposal of the railroads to charge extra for icing of butter, eggs and dressed poultry, in lots of 20,000 pounds or more, where the shipper pays the less carload or any-quantity rates. A representative of the National Poultry, Butter and Egg Association entered protest against this change, taking the position that the present less carload and any-quantity rates are sufficiently high to compensate the carriers for both the services of haulage and refrigeration.

BUTTER RATING IN SOUTH

At a recent hearing before the Consolidated Classification Committee, consideration was given to the proposed establishment of a reduced rating of second class on butter, less carloads, in Southern Classification Territory. The present rating is first class.

A representative of the National Poultry, Butter and Egg Association, appeared before the Committee in support of the proposal and stated that inasmuch as a second class rating applies in Eastern and Western Territories and since the level of rates in the South is as high or higher than in the East and West, there does not seem to be any good reason why the rating on less carload shipments of butter in the South should be in excess of second class.

STOP IN TRANSIT

Supplement No. 1 to C. R. I. & P. Tariff No. 21500-N has made provision for stopping shipments of Live Poultry in transit to finish loading at points directly intermediate between point of origin and final destination. The rule is applicable only at points east of Santa Rosa, N. M., on traffic destined to points in Arizona, California, Mexico, Nevada, New Mexico, Oregon, Utah, as named in Agent R. H. Countiss Tariff No. 1-V. A charge of \$6.30 will be made for each stop. The privilege became effective April 30, 1923.

The Texas and Pacific Ry. Co., and the International Great Northern have also amended their tariffs to provide for the stopping of west bound shipments of live poultry in transit to finish loading at stations on their lines. The Texas and Pacific published the privilege in their tariff No. 223-E and it will become effective May 14, 1923. The International Great Northern published the privilege in their Tariff No. 2424-H to become effective May 21, 1923.

RATES ON CHEESE

Supplement No. 31 to Agent E. B. Boyd's Tariff 49-L publishes numerous changes in the carload and less carload rates on cheese from Chilton, Kiel, Marshfield, Plymouth, Pulaski, Sheboygan and various other points in the State of Wisconsin to destinations in Indiana, Kentucky, Michigan, New York, Ohio, Pennsylvania and West Virginia. The rates are published to become effective May 10, 1923, and the revision results in both advances and reductions. The rates in effect prior to May 10, 1923, were published on an any-quantity basis.

Further information concerning this subject will be furnished to members upon receipt of their inquiries at the offices of the Executive Secretary.

Statement of the ownership, management, circulation, etc., required by the Act of Congress of August 24, 1912, of The National Poultry, Butter & Egg Bulletin, published monthly at Chicago, Illinois, for April 1, 1923.

State of Illinois, }
County of Cook, } ss.

Before me, a Notary Public in and for the State and county aforesaid, personally appeared Harrison F. Jones, who, having been duly sworn according to law, deposes and says that he is the Editor and Executive Secretary of the National Poultry Butter & Egg Bulletin and that the following is, to the best of his knowledge and belief, a true statement of the ownership, management (and if a daily paper, the circulation), etc., of the aforesaid publication for the date shown in the above caption, required by the Act of August 24, 1912, embodied in section 443. Postal Laws and Regulations, printed on the reverse of this form, to-wit:

1. That the names and addresses of the publisher, editor, managing editor, and business managers are:

Publisher—National Poultry, Butter & Egg Association, 208 N. Wells St., Chicago, Ill.

Editor—Harrison F. Jones, 208 N. Wells St., Chicago, Ill.

Managing Editor—Harrison F. Jones, 208 N. Wells St., Chicago, Ill.

Business Manager—Harrison F. Jones, 208 N. Wells St., Chicago, Ill.

2. That the owners are: (Give names and addresses of individual owners, or, if a corporation, give its name and the names and addresses of stockholders owning or holding 1 per cent or more of the total amount of stock.)

The National Poultry, Butter & Egg Association, a corporation not organized for profit, whose membership totals about 1,135, scattered over the United States, Canada, Cuba, Australia and New Zealand consisting of receivers and shippers of products indicated in the title. There are no bonds or other securities outstanding either in respect of the association or the publication.

The officers of said Association are:

Henry Pfeiffer, Logansport, Ind., President.

C. S. Borden, 220 W. South Water St., Chicago, Ill., First Vice-President.

M. A. Hagensick, Des Moines, Iowa, Second Vice-President.

George H. Broeder, 813 N. Third St., St. Louis, Third Vice-President.

F. G. Heilman, 945 Fulton Market, Chicago, Ill., Secretary.

F. A. Kelly, 320 W. South Water St., Treasurer.

3. That the known bondholders, mortgagees, and other security holders owning or holding 1 per cent or more of the total amount of bonds, mortgages, or other securities are: (If there are none, so state.) None.

4. That the two paragraphs next above, giving the names of the owners, stockholders and security holders, if any, contain not only the list of stockholders and security holders as they appear upon the books of the company but also, in cases where the stockholder or security holder appears upon the books of the company as trustee or in any other fiduciary relation, the name of the person or corporation for whom such trustee is acting, is given; also that the said two paragraphs contain statements embracing affiant's full knowledge and belief as to the circumstances and conditions under which stockholders and security holders who do not appear upon the books of the company as trustees, hold stock and securities in a capacity other than that of a bona fide owner; and this affiant has no reason to believe that any other person, association, or corporation has any interest direct or indirect in the said stock, bonds, or other securities than as so stated by him.

5. That the average number of copies of each issue of this publication sold or distributed, through the mails or otherwise, to paid subscribers during the six months preceding the date shown above is..... (This information is required from daily publication only.)

HARRISON F. JONES,

(Editor, Publisher, Business Manager, or Owner.)

Sworn to and subscribed before me this 16th day of April, 1923.

(SEAL)

WM. F. BLANCHFIELD, Notary Public.

(My commission expires May 21, 1924).

BUTTER AND EGGS

Minneapolis, St. Paul and Sault Ste. Marie Ry. Co., Tariff No. 30758, publishes a reduced carload rate of \$1.25½ cwt. on butter and eggs, straight or mixed carloads, from Devils Lake, N. D., to Chicago, Ill., Mackinaw City, Manistique, Mich., Manitowoc and Milwaukee Wis. This rate applies only on shipments which are destined to Boston, Mass., Rockland, Me., and points taking same rates. The reduced rate will become effective May 10, 1923.

STORAGE IN TRANSIT

The Trans-Continental Freight Bureau has approved of the application of storage in transit privileges at Omaha and points east in connection with carload egg shipments originating in Pacific Coast Territory and reshipped from storage point to destinations beyond. Under the arrangement, charges will be assessed on the basis of through rate of \$2.60 per 100 lbs. from original point of shipment to final destination, plus 3½c per 100 lbs., minimum charge \$6.30 per car, for the transit privilege.

ROSTER

National Poultry, Butter & Egg Association

NOTE: Members should keep in mind that our Membership Ledgers—not this Roster—constitute the highest authority regarding every membership. Extra care is taken to see that every name and address is correctly shown in the Roster. But in making corrections and adding new names constantly it happens now and then that printers make new errors or leave out names or addresses inadvertently. Pressure of work in the Executive Secretary's office precludes checking the Roster with the Membership Ledgers before going to press every month, though this is done as often as possible.

ARKANSAS

McHENRY & BRYAN, Fayetteville.
OZARK POULTRY & EGG Co., Fayetteville.
D. W. TOBEY, INC., P. O. Box 614, Texarkana, Ark.-Tex.

AUSTRALIA

P. DUFFY, Sydney.

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CANADIAN PACKING Co., Toronto, Ont.
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PACIFIC EGG PRODUCERS, 700 Front St., San Francisco.
CARL SCHALLINGER, 310 Clay St., San Francisco.
WILSEY BENNETT Co., 352 Front St., San Francisco.

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PINKETT BROS. PROD. Co., 1537 Market St., Denver.

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CUBA

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G. W. BLACKBURN & Co., Fairfield.
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GRADY BROS., Cuba.
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F. A. PRUETT & SONS, Third & Monroe Sts., Kimmunity.
REITZEL BROS. Sterling.
L. E. SNAPP & SONS, INC., 17 Mill St., Georgetown.
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GEO. H. SPENGLER, 10th & Capitol Ave., Springfield.
W. H. STANLEY & SON, Newton.
STARR ICE & PRODUCE Co., Rushville.
H. J. SWAN & Co., Fairfield.
SUGAR CREEK CREAMERY Co., Danville.
E. H. TAMME, Orion.
JACOB TICK, Clinton.
P. H. UTTERBACK, Oblong.
I. A. WALLINS, INC., Decatur.
H. C. WEINRICH & Co., Cambridge.
J. F. WILLIAMS & SON, Apple River.
J. W. WILSON & Co., Stewardson.
C. C. WRIGHT, McLeansboro.
WRIGHT-MAULDING Co., Dahlgren.
A. J. WRIGLEY, Wyoming.

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THEODORE AARON, INC., 204-208 N. Wells St.
AMAN & ENDERS, 132 W. South Water St.
ARMOUR & Co., Produce Dept.
BAER & WOODS, 326 W. So. Water St.
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BOWMAN & Co., 136 W. Lake St.
JOHN L. BRINK Co., 212 W. So. Water St.
BRINK & PILAT, 214 W. South Water St.
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H. L. BROWN & SONS, 953 Fulton Market.

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 E. F. BUSCH & Co., 208 N. Wells St.
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 COHEN & Co., 108 W. South Water St.
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 COONEY & Co., 215 W. So. Water St.
 COYNE BROS., 119 W. South Water St.
 COYNE & NEVINS Co., 168 W. South Water Street.
 CROMER & BROWN, 212 N. Wells St.
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 THEO. CUNY, 320 W. South Water St.
 DAUBER BROS., 1132-1134 Fulton Market.
 JNO. R. DEISHER Co., 954 Fulton Market.
 DITTMANN & Co., 125 N. Union St.
 JOSEPH DUSEK Co., 726 W. Randolph St.
 WM. EBELING, 702 W. Randolph St.
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 ELLIOTT & MCGARRAGHY, 29 W. Kinzie St.
 HARRY H. FIELD & Co., 208 N. Wells St.
 FINNERMAN BROS., 320 W. So. Water St.
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 GALLAGHER BROS., 165 W. South Water St.
 ALEXANDER GETZ, 1016-1022 Fulton Mkt.
 GETZ & BRODSKY, 326 W. So. Water St.
 I. J. GINSBERG, 192 N. Clark St.
 R. GERBER & Co., 327 W. So. Water St.
 GOLDENBERG BROS., 718 W. Randolph St.
 MOSES GRAY & Co., 160 W. So. Water St.
 GRIDLEY MAXON Co., 25 W. So. Water St.
 GUGGENHEIM BROS., 916 Fulton Market.
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 FRANK G HEILMAN, 945-947 Fulton Mkt.
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 S. LOVE KELLEY, 192 N. Clark St.
 GEO. T. KRUSE & Co., 708 W. Randolph St.
 A. S. KUHN Co., 208 N. Wells St.
 H. & J. LEPMAN, INC., 208 N. Wells St.
 LITMAN & Co., 948 Fulton Mkt.
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 MERRILL & ELDRIDGE, 160 N. Market St.
 GEO. MEYER & Co., 228 W. South Water St.
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 W. S. MOORE, 206 N. Wells St.
 A. M. MULLIN, 303 W. So. Water St.
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 NATIONAL PROD. Co., 208 N. Wells St.
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 NORTH-WEST PRODUCE Co., 834 No. Racine Ave.
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 O. W. OLSON Co., 136 W. Lake St.
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 OXLEY & RICHTER Co., 208 N. Wells St.
 POLMEN & Co., 216 W. So. Water St.
 PRESSBURGER & OLDENBURG, 706 W. Randolph St.
 G. W. RANDALL & Co., 211 W. South Water St.
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 HARRY H. REDFEARN & Co., 208 N. Wells St.
 A. S. ROE & Co., 208 N. Wells St.
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 SONENBLICK & SHAPIRO, 207 W. So. Water St.
 SPANGENBERG & Co., 48 W. Kinzie St.
 STANDARD COMMISSION Co., 329 W. So. Water St.
 STEFFEY BROS., 118 W. So. Water St.
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 WASKOW BUTTER Co., 346 W. So. Water St.
 WATSON & KELLEY, 320 W. South Water St.
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 WEINBERG BROS. & Co., 1052-54 Fulton Mkt.
 WENDEL & BRIGGS, 951 Fulton Market.
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 J. H. WHITE & Co., 955 Fulton Market.
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 WILSON & Co., Prod. Dept., U. S. Yards.
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 ZAMBRENO BROS. & Co., 918 Fulton St.
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 CLOVER LEAF CREAMERIES, Huntington.
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 J. A. CROWTHER, Pocahontas.
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 C. A. ENGLISH, Hubbell Bldg., Des Moines.
 E. J. FARLEY, Monticello.
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 M. J. GOODRICH, Strawberry Point.
 GOODRICH & GALLAGHER, INC., Waverly.
 E. C. GRADY, Reinbeck.
 M. & J. R. HAKES, Laurens.
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 HANFORD PRODUCE Co., Sioux City.
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 SCHEIDEL PRODUCE Co., Ossian.
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 WAVERLY PRODUCE Co., Waverly.
 WESCOTT & WINKS, Sumner.
 WILSON SHOTWELL Co., Perry.
 R. W. WINSLER, Moravia.
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BEATRICE CREAMERY Co., Topeka.
 THE BELLE SPRINGS CRY. Co., Abilene.
 THE BLUE VALLEY PACKING Co., Marysville.
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 LATHAM & SONS, Ottawa.
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 PADEN & THOMPSON, Lyons.
 SALINA POULTRY Co., Salina.
 SCANTLIN BROS., Pratt.
 SEYMOUR PACKING Co., Topeka.
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 MILLER BROS. & Co., Owensboro.
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 J. P. WRIGHT, Salt Lick.
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 JOS. LALA & Co., 534 French Mkt., New Orleans.
 JOS. SAMUEL Co., INC., 327 Paydras St., New Orleans.
 SOUTHLAND PRODUCE Co., 505 Travis St., Shreveport.

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BLATTER BROS., 119 W. Pratt St., Baltimore.
 HENDERSON, LINTHICUM & Co., 3 E. Camden St., Baltimore.
 E. E. HURLBURT, 3 Emerson Tower Bldg., Baltimore.
 ARTHUR MEDWEDEFF, 308 Law Building, Baltimore.
 JOHN POEHLMAN & SONS, 405 N. Washington St., Baltimore.
 JOSEPH SMELKINSON, 139 W. Camden St., Baltimore.
 DIXON R. SMITH & Co., 217 Hanover St., Baltimore.
 STEVENS BROS., 226 Charles St., Baltimore.

MASSACHUSETTS

CAMBRIDGE POULTRY Co., Cambridge.
 JAMES L. HUMPHREY, JR., New Bedford.
 GENERY STEVENS Co., Worcester.

Boston

ADAMS, CHAPMAN Co., 37 N. Market St.
 ALLEY GREEN & PIPE Co., 3 and 4 N. Market St.
 S. K. AMES, 168 Milk St.
 I. H. BALLOU & Co., 75 S. Market St.
 BARTLETT VARNEY & Co., 21 N. Market St.
 BATCHELDER & SNYDER Co., 49 Blackstone Street.

BOLTON & HICKS, 21 Merchants Row.
 BORST PIERCE Co., 9 Blackstone St.
 ALTON E. BRIGGS, Faneuil Hall Market.
 BRYANT & ORDWAY Co., 1 So. Side Faneuil Hall Market.
 S. L. BURR & Co., 74 So. Market St.
 CHAMBERLAIN & Co., INC., 25 S. Market St.
 CHAPIN & ADAMS Co., 35 S. Market St.
 HAROLD E. CORSON, Faneuil Hall Market.
 Fruit & Products Exchange.
 C. R. CORWIN Co., Faneuil Hall Market.
 CRAIG HAPGOOD Co., INC., 39 S. Market St.
 EASTERN BUTTER Co., 15 John St.
 EASTERN POULTRY & EGG Co., 77 Fulton St.
 G. A. FALES Co., 25 N. Market St.
 JOHN H. FARNUM & SON, 65 Clinton St.
 FOWLE, HIBBARD Co., 176 State St.
 GOLDSMITH-STOCKWELL Co., 27 S. Market Street
 GREEN & Co., 80 S. Market St.
 WM. J. HAIRE Co., 30 S. Market St.
 HILTON & ALDRICH Co., 40 S. Market St.
 RALPH H. HOSMER, 10-16 Faneuil Hall Mkt.
 H. A. HOVEY & Co., 30 Faneuil Hall Mkt.
 THE H. J. KEITH Co., 72 S. Market St.
 J. F. KIMBALL Co., 31 N. Market St.
 LAMSON & Co., 13 Blackstone St.
 G. M. D. LEGG Co., 33 S. Market St.
 LEWIS, MEARS Co., 33 S. Market St.
 A. & O. W. MEAD & Co., 35 N. Market St.
 A. E. MILLS & SON, 27 Commercial St.
 CHAS. E. MILLS, 19 Boston Fruit & Produce Exchange.
 P. F. QUINN, 31-33 Merchants Row.
 RADLO BROS. Co., 21-23 S. Market St.
 L. A. ROGERS Co., 70 S. Market St.
 SMILEY BROS., 5 Blackstone St.
 A. M. SMITH & Co., 31 Commercial St.
 STANDARD POULTRY & EGG Co., 37 Fulton St.
 CHAS. H. STONE & Co., 61 Chatham St.
 THORNDIKE & GERRISH Co., 19 N. Market Street.
 TITMAN EGG Co. OF MASSACHUSETTS.
 A. VALENTE & Co.
 T. H. WHEELER Co.
 E. E. WILSON Co., 7 Blackstone St.
 W. F. WYMAN & Co., 4 Faneuil Hall Mkt.

MICHIGAN

CADILLAC PRODUCE Co., Cadillac.
 THE N. A. HOBAN Co., 114-116 W. 1st Ave., Flint.
 HUGH M. HURD, Eaton Rapids.
 IONIA EGG & POULTRY Co., Ionia.
 KENT STORAGE Co., Grand Rapids.
 ROBT. PARK, Caro.
 J. T. RIDLEY, Greenville.
 WILLIAMSON BROS., Tecumseh.

Detroit

ALDERSON-HUARD Co., 480 Riopelle St.
 AMERICAN BUTTER & CHEESE Co., 480 Howard Ave.
 BENTLEY PRODUCE Co., 1571 Winder St.

CLARENCE J. CHANDLER, 1640 Penobscot Bldg.
 GEO. L. COLLINS & Co., 30 Market St.
 DETROIT BUTTER & EGG Co., 4301 Dequindre.
 GEO. R. ELDRIDGE Co., 2656 Eighteenth St.
 FALTIS POULTRY MARKET, 54 W. Elizabeth Street.
 HARRIS & THROOP, 777 Michigan Ave.
 J. W. KEYS COMM. Co., 2478 Riopelle St.
 C. H. LAHUE & Co., Eastern Market.
 F. J. SCHAFER & Co., 1462 E. High St.
 SCHILLER BUTTER & EGG Co., 654 Jos Campau.
 SMITH POULTRY & EGG Co., 26 Western Market.
 A. F. THIBODEAU & Co., 2040 Howard St.
 TONER COMMISSION Co., 480 Riopelle St.

MINNESOTA

BACKMAN PRODUCE Co., Waterville.
 BENSON PRODUCE Co., Benson.
 BRIDGEMAN-RUSSELL Co., Duluth.
 CENTRAL MINN. PRODUCE Co., Willmar.
 E. B. DAVIS & Co., Spring Valley.
 SEYMOUR L. FOSSE, Lanesboro.
 HUTCHINSON PRODUCE Co., Hutchinson.
 JOHNSON PRODUCE Co., Cokato.
 F. J. KASPER Co., 310-312 N. Cedar St., Owatonna.
 LE ROY PRODUCE Co., Le Roy.
 LEVINE BROS., Duluth.
 LITCHFIELD PRODUCE Co., Litchfield.
 JOHN LYNARD, Owatonna.
 H. M. NOACK & SONS, Arlington.
 NO. AMERICAN CRY. Co., Alexandria.
 NORTHERN COLD STG. & WHSE. Co., Duluth.
 PETERSON BIDDICK Co., Wadena.
 JOSEPH J. SCHATZ, Montgomery.
 J. W. SILL, Belgrade.
 STEUBE BROS., 118 N. Main St., New Ulm.
 STORK BROS., New Ulm.
 SUNDE & ROMINE, New Richland.
 GEO. D. TRACY, Tracy.
 WILLIAMS PRODUCE Co., Fergus Falls.
 WORTHINGTON CREAMERY & PROD. Co., Worthington.

Minneapolis and St. Paul

BOYD & HILBERT, 22 Central Mkt., Minneapolis.
 R. E. COBB Co., St. Paul.
 DE SOTO CRY. & PROD. Co., Minneapolis.
 EDWARDS BROS., 119 Sixth St., Minneapolis.
 FAIRFAX PRODUCE Co., 420 N. Third Ave., Minneapolis.
 ROBERT C. KERSTEN, Mgr., J. H. Kersten & Co., 203 Market State Bank Bldg., Minneapolis.
 MEAGHER & PARSONS, 5th St. North, Minneapolis.
 ROSS C. MORFORD, Market State Bank Bldg., Minneapolis.
 NORTHERN PRODUCE Co., St. Paul.
 J. W. PERRIN & SON, 29 Central Market, Minneapolis.
 SAMELS BROS. Co., Minneapolis.
 TILDEN PROD. Co., St. Paul.

MISSISSIPPI

REX PRODUCE Co., Myrtle.

MISSOURI

BLATTNER BROS. MERC. Co., Wellsville.
 A. F. BROCKMAN, Concordia.
 BROWNING FARMERS CLUB, Browning.
 W. L. DAVENPORT Co., 219 N. Jefferson St., Mexico.

W. C. ELLIS, Mountain Grove.
 GOODWIN & JEAN, Jackson.
 R. F. GRIFFITH, Fulton.
 HENDERSON'S PRODUCE Co., Monroe City.
 J. V. KESTERSON, Odessa.
 KUHNE BROS. MERC. Co., Troy.
 W. D. LAW, Springfield.
 D. N. LIGHTFOOT & SON, Springfield.
 LINDLEY-BUSTER PROD. Co., Inc., Bucklin.
 MACON PRODUCE Co., Macon.
 J. H. MIKEL BRO. & Co., South Gifford.
 C. S. MILLER PRODUCE Co., Neosho.
 MISSOURI EGG & POULTRY Co., Box 164, Sedalia.
 E. OLIN & SON, 112 E. Lexington St., Independence, Missouri.
 RALLS COUNTY MERCANTILE Co., Center.
 S. D. RARDIN, Jr. & Co., Ridgeway.
 J. I. REED & SON, Bolivar.
 C. L. RHODES PROD. Co., Springfield.
 A. W. VANDERFORD, Clinton.
 A. B. WILKERSON, Aurora.
 WILLOW SPRINGS CRMY. Co., Willow Sprgs.

St. Louis

AMERICAN EGG & POULTRY Co., 501 N. 3rd St.
 H. B. BEATY, 408 Franklin Ave.
 BOHN-LENARTZ COM. Co., 714 N. 4th St.
 HY BOMZE, 817 N. Third St.
 HENRY BROEDER'S SONS COM. Co., 813 N. Third St.
 E. J. CRAMER COMMISSION Co., 709 N. 3rd St.
 DICKSON & SONS, 837 N. Third St.
 A. A. EASTON Co., Inc., 931 N. Broadway.
 ENTERPRISE COMMISSION Co., 925-927 N. Broadway.
 BRUNO FRANZ SONS, 919 N. Broadway.
 OSCAR B. FRANZ COM. Co., 417 Morgan St.
 WALTER B. FRANZ & Co., 810 N. Fourth St.
 JOHN FREY & Co., 420 Wash St.
 FRISCO COMMISSION Co., 800 N. Fourth St.
 GREENLEE PRODUCTS Co., Lewis & O'Fallon Sts.
 FRED HEGER, 419 S. Franklin Ave.
 THE HICKEL Co., 1018 N. Broadway.
 HILMER COMMISSION Co., 822 N. Third St.
 HOFMANN BROS. PRODUCE Co., 700 N. 2nd St.
 H. W. KUEHAUS, 419 Franklin Ave.
 B. LANDAUER, 907 N. Fourth St.
 LOPATO BIERMAN COM. Co., 811 N. Third St.
 E. L. LYNCH POULTRY Co., 807 N. 4th St.
 CHAS. P. MANN & Co., 713 N. 3rd St.
 ARNOLD MATTER COM. Co., 704 N. 4th St.
 E. B. MCKEE COMMISSION Co., 717 N. 3rd St.
 McLAIN-ALCORN COM. Co., 701 N. 3rd St.
 MEYER BROS. COMMISSION Co., 816 N. 3rd St.
 NIEMEYER-BUCHMUELLER COM. Co., 816 N. 3rd St.
 PROGRESSIVE COMMISSION Co., 803 N. 3rd St.
 A. A. REHBEIN, 220 Market St.
 GEO. F. RICKER & Co., 716 N. 2nd St.
 ST. LOUIS BUTTER Co., 821 N. Third St.
 SCHEITLIN & HOFFMAN, 820 N. Third St.
 L. J. SCHULTE COM. Co., 824 N. Third St.
 SCHUMACHER COMMISSION Co., 700 N. 3rd St.
 UHRIG BROS., 812 N. Fourth St.
 BURT WOODSON COM. Co., 933 N. Broadway.
 ZELLE BROS. PROV. & COM. Co., 702 N. 3rd St.

Kansas City

AARON POULTRY & EGG Co.
 J. M. ADAMS, 319 Produce Exchange Bldg.
 C. J. AUS, 211 Produce Exchange Bldg.
 A. W. BEAR COM. Co., 117 E. Fourth St.
 RALPH HURST & Co., 115 E. Fourth St.
 S. J. HURST, 515 Grand Ave.
 MERIDEN CREAMERY Co., 21st and Central Sts.
 J. W. REYNOLDS, Prod. Exchange Bldg.
 CARL C. STENTZ, 203 Produce Exchange Bldg.
 SPENCER PRODUCE Co., 14 West 4th St.

NEBRASKA

HENNINGSSEN PROD. Co., Superior.
 C. MOZER, Box 495, Lincoln.
 NELSON BROS. POULTRY Co., Lincoln.
 NORFOLK POULTRY Co., 403 N. 3rd St., Norfolk.
 THOMASSEN PRODUCE Co., Humphrey.
 WAHOO PRODUCE Co., 301 East 5th St., Wahoo.
 YORK PRODUCE Co., York.

Omaha

GEO. E. CLARK, 1327 W. O. W. Bldg.
 FAIRMONT CRY. Co., 12th & Jones Sts.
 THE JERPE COMMISSION Co., 422 11th St.
 KIRSCHBRAUN & SONS, Inc., 9th and Dodge Sts.
 OMAHA COLD STORAGE Co.

NEW JERSEY

AMMON & PERSON, 4th and Henderson Sts. Jersey City.
 M. AUGENBLICK & Bro., 16 Commerce St., Newark.
 ROBT. L. BEYER, 1915 Atlantic Ave., Atlantic City.
 COLUMBIA CHEESE Co., 85 Commerce St., Newark.
 DEBOW & Co., 32 Commerce St., Newark.
 BARNETT GABRIEL, c/o Great Atlantic & Pacific Tea Co., Jersey City.
 GUARANTY EGG CORPORATION, 197 Market St., Newark.
 GERHARD & PAGELS, 218 N. Willow St., Trenton.
 GUDE & COLE, INC., 102 Mulberry St., Newark.
 ADAM HEBELER & Co., 46 Commerce St., Newark.
 GUS LUDWIG, c/o Great A. & P. Tea Co., Jersey City.
 WILKINSON, GADDIS & Co., 85 Parkhurst Newark.

NEW YORK

DAVIS & PELTON, 152 Baldwin St., Elmira.
 THE LAWLOR & CAVANAUGH Co., Troy.
 JOS. A. MINST, 359 Broadway, Albany.
 EDWARD D. VINAL, 202 North West St., Syracuse.
 WM. S. RILEY Co., Scott Place, Rochester.
 W. J. SKILLICORN, Albany.
Buffalo
 BREDENBERG BROS., 96 W. Market St.
 RAYMOND S. CLUM, 101 Columbia St.
 JACOB DOLD PACKING Co., 745 William St.
 GOLDSTEIN & LIPPMAN, 165 Scott.
 HICKMAN & COWARD, 150 Michigan Ave.
 CHAS. E. ROESCH, 10 Broadway Mkt.

SATULOFF BROS., 145 Michigan St.
 F. F. STONE, 98 W. Market St.
 WALTER A. TUTTLE, 55-57 E. Market St.
 J. M. WATTLES & SON, 152 Michigan St.
 FRANK E. WATTLES & BRO.
 WAX & SUGARMAN, 159 Michigan St.
 WM. C. WILL, 163 Scott St.

New York City

C. F. ADAMS & Co., 13 Harrison St.
 ALBERT & GERBER, 315 Greenwich St.
 E. S. ALPAUGH & Co., 18 Bloomfield St.
 ARMSTRONG & HESSE, 330 Greenwich St.
 HARRY ATLAS, 360 Greenwich St.
 JUAN A. BABCOCK, 168 Duane St.
 E. R. BALZER, 220 Greenwich St.
 F. C. BARGER & Co., 158 Franklin St.
 H. BEHRMAN & SONS, 366 Washington St.
 BERMAN & BAEDCKER, Inc., 28 Thirteenth Ave.
 NATHAN BLACKMAN, 362 Greenwich St.
 DANIEL P. BOEHM, Inc., 331 Washington St.
 JOHN H. BORGER & Co., 134 Reade St.
 GEO. G. BROWN, W. Washington Mkt.
 HAROLD L. BROWN Co., Inc., 172 Duane St.
 S. S. BROWN Co., 43 Jay St.
 BROWN & ROOT Co., 165 Reade St.
 BRYAN DUVAL Co., Inc., 105 Hudson St.
 C. T. BULLARD & Co., 171 Duane St.
 BUTTS & MILLER Co., 325 Washington St.
 CENTRAL GROCERY Co., 150 Reade St.
 CHELSEA LIVE POULTRY Co., 39 Loew Ave.
 CHAS. COLLINS Co., 113th Ave.
 COLONIAL BUTTER & EGG Co., Greenwich St.
 GEORGE COOK, JR., 329 Washington St.
 F. M. COUGHLAN & SON, 172 Duane St.
 GEO. E. CUTLER, 331 Greenwich St.
 CHARLES DEUTSCH, 319 Greenwich St.
 DE WINTER & STEWART, INC., 321 Washington St.
 DROSTE & SNYDER, 177 Duane St.
 DU MOND & FELTEN, INC., 325 Washington St.
 N. DURHAM & SONS, 313 Washington St.
 LEWIS EBERT & SONS, 151 Reade St.
 W. W. ELZEA, INC., 327 Washington St.
 THE ENGEL Co., 123 Barclay St.
 ENYARD & GODLEY, INC., 171 Duane St.
 FARMERS COMMISSION HOUSE, 27 Harrison St.
 FICKEN, COFFIN & Co., 168 Duane St.
 FITCH, CORNELL & Co., 16-18 Jay St.
 SAMUEL FLECK & Co., Inc., 48 Bloomfield St.
 JULIUS FLEISCHL, 514 Westchester Ave.
 J. C. FORD & Co., Inc., 368 Greenwich St.
 FOX RIVER BUTTER Co., 78 Hudson St.
 I. FOX SONS, INC., 194 Green Place, Brooklyn, N. Y.
 SOL. FRANKEL, W. Washington Mkt.
 J. GEWIRTZ, 303 E. 4th St.
 GOTTFRIED-MARSHALL Co., 142½ Reade St.
 A. GROSSMANN & Co., 153 Reade St.
 GUDE BROS., KIEFFER Co., 21 Jay St.
 H. HAGEN & Co., 81 N. Moore St.
 HANCE BROS. Co., W. Washington Mkt.
 W. H. HENNEBERGER, Inc., 329 Greenwich St.
 JOSEPH J. HEROLD, 17 Harrison St.
 GEORGE F. HINRICH, INC., 341 Washington St.
 WM. J. HINRICH, 423 W. 14th St.
 HODUPP EVANS COMPANY, INC., 7 Harrison St.
 AD. HONIGSBERG & Co., 300 Greenwich St.
 CHAS. B. HOVEY, W. Washington Mkt.
 JEWELL BROS., W. Washington Mkt.
 JEWELL KOENIG & Co., W. Washington Mkt.
 T. W. JOHNSON, 361 Washington St.
 HUGO JOSEPH & SONS, 448 West 14th St.
 BENJ. KALMANSON, 310 Greenwich St.
 KASSEL POULTRY Co., W. Washington Mkt.
 J. J. KILCOYNE Co., INC., 360 Washington St.
 J. M. KLEIN, 329 Washington St.
 KOSSAR & Co., W. Washington Mkt.

CHRISTIAN H. KOSTER, 863 Washington St.
 KURTIN & KURTIN, 305 Greenwich St.
 LAMBLY & ALPAUGH, 18 Harrison St.
 LASS & COHEN, 450 W. 14th St.
 GUSTAV F. LAWRENCE, 6 Harrison St.
 LEWIS MEARS Co., 127 Reade St.
 W. H. MAPES, 137 Reade St.
 THOS. J. MAY Co., 174 Duane St.
 C. F. MCGUIRE, 13 Harrison St.
 A. E. MCMULKIN, 201 Franklin St.
 CHAS. P. MECABE & SON, 17 Jay St.
 SAMUEL MIERFELD, 3 Harrison St.
 ALEX MERSEL, 191 Duane St.
 MOTTUS BROS., W. Washington Market.
 SAM NAGLE, W. Washington Market.
 J. NARZISENFELD, 24-26 Harrison St.
 J. NEUGEBORN & SONS, 19 Harrison St.
 JAS. N. NORRIS, W. Washington Mkt.
 FRED D. OETJEN, 339 Washington St.
 B. W. OTIS & Co., W. Washington Mkt.
 A. PAUL, JR., & Co., West Washington Mkt.
 WM. WALLIS PEARSON, 45 Grace St.
 H. T. POND Co., 361 Washington St.
 C. L. POOLE & Co., 15 Harrison St.
 I. C. POPPER, 171 Duane St.
 S. A. RAUSCH, 334 Greenwich St.
 G. M. RITTENHOUSE & Co., 23 Jay St.
 S. ROSENFELD Co., 49 Chambers St.
 HARRY ROSENSTEIN, Inc., W. Washington Market.
 M. ROTH & Co., 185 Duane St.
 THOS. H. ROULSTON, 101 Ninth St., Brooklyn.
 JOHN H. RUSCH, 188 Duane St.
 SAAL BROTHERS, 181 Duane St.
 CHESTER E. SAXTON Co., INC., 11 Harrison St., N. Y. C.
 C. SCHULTZ, INC., 32 Jay St.
 LOUIS J. SCHWAB, W. Washington Mkt.
 NATHAN SCHWEITZER Co., 409 W. 14th St.
 SECKEL & KIERNAN, 361 Greenwich St.
 R. B. SHIMER & Co., 332 Washington St.
 A. SILZ, 416 W. 14th St.
 STEERS & MENKE, West Washington Mkt.
 H. E. STOUT Co., 317 Washington St.
 J. D. STOUT & Co., 19 Jay St.
 JOSEPH SULTAN, 148 Reade St.
 B. TITMAN Co., 94 N. Moore St.
 GEORGE TRACHTENBERG, 360 Greenwich St.
 TRELEASE & UNDERHILL, 333 Greenwich St.
 W. HARRY ULLMAN & BRO., 216 Franklin St.
 EDWARD M. VOSBURGH, 133 Reade St.
 S. & W. WALDBAUM, 140 Reade St.
 CHARLES WERNER, 35 Loew Ave.
 SAMUEL WERNER, W. Washington Mkt.
 WESTERN COMMISSION Co., West Washington Market.
 D. W. WHITMORE & Co., 10 Harrison St.
 WIESENFELD & OSHINSKY, 40 Harrison St.
 J. W. WILLIAMS, W. Washington Mkt.
 WRIGHT & WINSOR, 12 Harrison St.
 ZENITH BUTTER & EGG Co., 170 Duane St.
 ZIMMER & DUNKAK, 173 Duane St.

NEW ZEALAND

R. L. WOODHOUSE & Co., Ferry Bldgs., Auckland.

NORTH DAKOTA

BRIDGEMAN-RUSSELL Co., Grand Forks.
 MANDAN CRY. & PRODUCE Co., Mandan.

OHIO

ATHENS POULTRY & PRODUCE Co., Athens.
 BEMISDERFER Co., 31 E. Market St., Tiffin.
 BYRON L. BOND, Edon.
 THE BROWNELL SONS Co., 123 E. Spring St., Columbus.
 O. I. CLEVINGER, 198 Prospect St., Marion.

ELMORE PRODUCE Co., Elmore.
 FOSTORIA CREAMERY Co., 404 S. Union St., Fostoria.
 CHAS. C. FROMFIELD, 1101 E. Main St., Van Wert.
 THE GRAY & WHITE Co., Tiffin.
 GREENFIELD PACKING Co., Greenfield.
 GRIFFIS PRODUCE Co., Delphos.
 W. T. HARRIS & SON, Kenton.
 WM. HERTEL, JR., Van Wert.
 HICKSVILLE PRODUCE Co., Hicksville.
 H. B. HOLE, Greenville.
 J. J. KISSELL, Columbus Grove.
 H. LITTLE & SONS, 434 S. Fifth St., Upper Sandusky.
 LUCAS PRODUCE Co., Leipsic.
 W. M. McELROY, Manchester.
 MALKIN CREAMERY Co., 224 W. Boardman St., Youngstown.
 MILLER BROS. Co., Fremont.
 J. E. PARKER Co., Eaton.
 J. E. ROADS, N. West St., Hillsboro.
 HOMER C. SMITH, Centerbury.
 STORER BROS. Co., Ada.
 A. L. STOUT, West Mansfield.
 WHITE MOUNTAIN CREAMERY Co., New Bremen.

Cincinnati

FRED H. BLOME, JR., c/o Blome-Dreifus Co., 4149 Forest Ave.
 FLATAW RILEY Co., 42 Walnut St.
 GOYERT & VOGEL EGG & PTY. Co., 49 Walnut St.
 B. L. HUMBERT, 21 Masonic Temple.
 JOHN V. KISKER & Co., 11 Main St.
 A. F. KOLB, 134 W. Court St.
 LETT & Co., 48 Walnut St.
 THE PETERS POULTRY Co., 104 W. Court St.
 DAVID RINDSBERG & Co., 38 Walnut St.
 SIMMONS & NORRIS, 3-9 W. Water St.
 E. B. WRIGHT & SON, 19 Walnut St.

Cleveland

THE BRANDT Co., Sheriff St. Market.
 BROOKHART POULTRY Co., 754 Broadway.
 THE BRUNDAGE Co., 606 Broadway.
 THE CHAPMAN Co., 575 Broadway.
 COTTAGE CREAMERY Co., 505 Woodland Ave.
 THE A. R. DUNCAN, JR., Co.
 FISHER BROS. Co., 2323 Lakeside Ave.
 LIBERTY POULTRY Co.
 JOSEPH LIGHTLE & Co., 676 Broadway.
 JOSEPH N. PIERSON, 822 Broadway.
 E. H. PUTT & SON POULTRY Co., Sheriff St. Market.
 TELLING-BELLE VERNON Co., 7100 Clark Ave.

OKLAHOMA

H. BRADBURY, Shattuck.
 CHICKASHA HIDE & PRODUCE Co., 205 S. Second St., Chickasha, Okla.
 CHOCTAW PRODUCE Co., Hugo.
 FARMERS' PRODUCE Co., Clinton, Okla.
 GUTHRIE PRODUCE Co., Guthrie.
 LIEBERMAN PRODUCE Co., 315 E. Grand, Oklahoma City.
 MADILL PRODUCE Co., Madill.
 MCCOY PRODUCE Co., Westville.
 OKLAHOMA HIDE & PRODUCE Co., Altus.
 J. M. PATTON, c/o Lawton Poultry Co., Lawton.
 W. D. WRIGHT PRODUCE Co., Oklahoma City.

OREGON

ESTES-DIXON Co., 105 Front St., Portland.

PENNSYLVANIA

W. J. CRAIG, 1716 Penn Ave. Pittsburgh.
 EGERMANN COMMISSION Co., 2123 Penn Ave., Pittsburgh.
 FISHER BROS. Co., 1130 Franklin St., N. S., Pittsburgh, Pa.
 IRON CITY PRODUCE Co., Inc., 56-60 Twenty-first St., Pittsburgh.
 CLARENCE C. LEE, 726 Tenth St., Oakmont.
 W. S. LEE & SON, 1300 7th Ave., Altoona.
 A. B. MARCUS, 48 Eighteenth St., Pittsburgh.
 G. A. SAMUELS, 109 Water St., Pittsburgh.
 DAVID SPRUKS Co., Spruce and Franklin, Scranton.
 TAYLOR FOOD PRODUCTS Co., New Castle.
 TECH FOOD PRODUCTS Co., Wainwright Cold Storage, 3340 Liberty St., Pittsburgh.

Philadelphia

AETNA BUTTER Co., 204 Callowhill St.
 HAROLD R. AIKEN, 128 N. Delaware Ave.
 ALMAR STORES Co., 919 N. Front St.
 THE AMERICAN STORES Co., 412 Noble St.
 BEYER & Co., Inc., 235 Callowhill St.
 BICKEL & MILLER, 322 S. Front St.
 A. F. BICKLEY & SON, 520 N. Second St.
 BOSSLER & COMPANY, 7 S. Water St.
 R. A. BOWERS Co., 9-11 N. Water St.
 P. F. BROWN & Co., 43 S. Front St.
 S. WALTER BROWN, 33 S. Front St.
 CHABROW BROS., 24 S. Front St.
 CRAWFORD & LEHMAN, 33, 35 S. Water St.
 SAMUEL S. DANIELS, Sec'y, Philadelphia Pro. Exch., Philadelphia, Pa.
 C. M. DRAKE & Co., 19 S. Water St.
 EDSON BROS., 110-112 Dock St.
 T. T. ELLIS & SON, 24-26 S. Water St.
 J. G. HALDEMAN & BRO., 2918 Market St.
 A. R. HEISEY, Second and Callowhill Sts.
 C. G. HEYD & Co., 25 S. Water St.
 JOHN J. HITSCHLER & SON, 1221 South St.
 JOHN JAMISON Co., 3 and 5 South Water St.
 JOHN J. McDONALD Co., 13 S. Water St.
 NATHAN L. MEDWEDEFF, 33 S. Front St.
 CHARLES J. MEIER, 10 N. Dearborn Ave.
 J. M. MORRIS Co., 202 S. Second St.
 JOHN S. MORRIS & Co., 27 S. Water St.
 NICE & SCHREIBER Co., 11 S. Water St.
 PARSONS & BRO., 224 Callowhill St.
 GEO. RICE & Co., 409 New Market St.
 RISSER & RABINOWITZ, 101 Pine St.
 J. K. SHULTZ & Co., 36 S. Water St.
 P. E. SHARPLESS Co., 813 N. 11th St.
 SHEAFFER & MARVEL, 106 N. Delaware Ave.
 W. M. SMITH Co., 14 S. Water St.
 E. S. STACKHOUSE & Co., 17 S. Water St.
 STEPHEN THURBER, 118 Water St.
 A. WACHS, 44 S. Water St.
 M. WILDSTEIN, 631 N. Second St.
 J. P. WILSON, 116 Dock St.

RHODE ISLAND

W. W. ALDRICH, Providence.
 COOPER & SISSON, Box 1176, Providence.
 F. W. WHIPPLE & Co., 99 Canal St., Providence.

SOUTH DAKOTA

BROOKINGS PRODUCE Co., Brookings.
 W. H. BUCK & Co., Madison.
 MITCHELL PRODUCE Co., Mitchell.
 SALEM PRODUCE Co., Salem.
 THOMAS & HOARD, Centerville.
 WENK BROS. Madison.
 WIST & SONS, Webster.

TENNESSEE

GEO. M. BROOKS, Martin.
 W. M. B. FOSTER PROD. Co., Fayetteville.

R. C. GILES, Fourth and First Nat. Bank Bldg., Nashville.
 MORRISTOWN PRODUCE & ICE Co., Morristown.
 NAIVE-SPILLERS Co., 905 Harrison St., Nashville.
 L. RAUCH & Co., 88 S. Front St., Memphis.
 CHAS. C. SULLIVAN, 58 N. Front St., Memphis.
 A. B. WINFORD, Lewisburg.

TEXAS

BEN ABLON, Dallas.
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UNDER EXPERIENCED AND SUCCESSFUL MANAGEMENT our warehouses have satisfied the most critical egg merchants for many years

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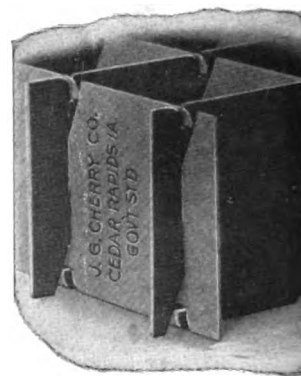
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Instead of meekly paying claims as they used to, for fear of offending shippers, they now put the shippers on the defensive and refuse to allow claims unless claimant can prove that the consignment was properly packed.

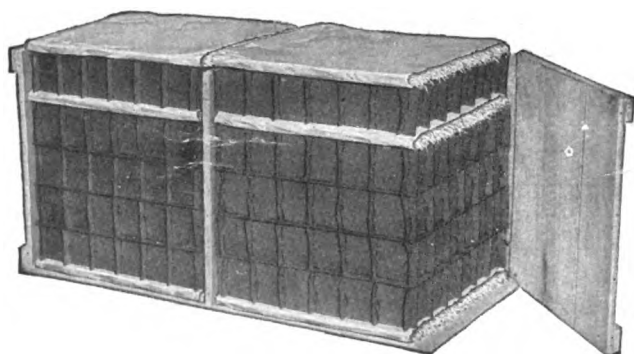


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The NATIONAL POULTRY · BUTTER · & · EGG · BULLETIN

JUNE

Volume 7



1923

Number 9

*To the Members of the National
Poultry, Butter & Egg Association:*

I direct the especial attention of the members of the National Poultry, Butter & Egg Association and the members of all State Associations to the proposal of the Government to create U. S. Standards, Classes and Grades for Eggs, in this issue.

The questions involved are the most important now before the trade and they must be met one way or the other.

I request all members to study the matter seriously and to send their criticisms and observations to the Executive Offices without delay.

Very truly yours,

President

*Logansport, Ind.
May 31, 1923*

Arminger's Century Steel Feeding Battery



Height 6 ft., Length 5 ft., Width 38 in.
16 Compartments Capacity about 130 birds

THE LIGHTEST AND MOST DURABLE STEEL
BATTERY ON THE MARKET

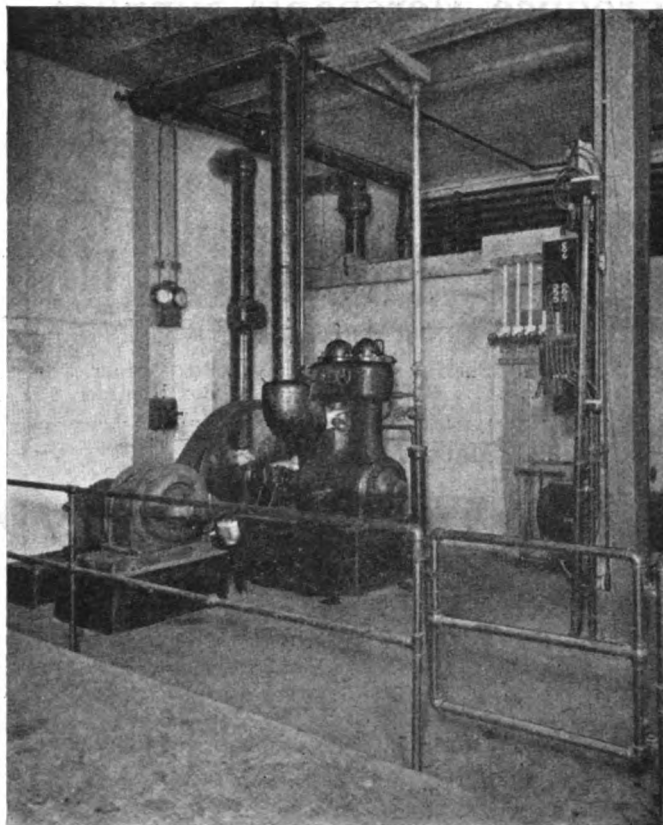
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CHICAGO



A typical plant of medium size, showing Nonpareil Cork Covering on the brine and ammonia lines. S. E. Lux, Jr. Mercantile Company, Topeka, Kansas

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No. 2. Box Hammer, 9 in..... .90
No. 7. Hatchet 2.50

These tools are manufactured with special care with the intent to make them each of a grade of metal and temper best suited for its purpose. Special study has been placed upon the making of these tools. The weight, the quality, the temper, the grade of metal and the shape conforms exactly to the requirements. No tools are better designed and made.

Marxoff Box Scraper



Length—10 inches.
Weight—15 ounces.

Unequaled for Scraping Marks from Boxes, Barrels, Hogsheads, Pails and all Wood Packages.

Just Like Your Safety Razor—Simply Reverse Blades When Dull

Save the loss in your shipping room. A good sharp tool always ready for use. Interchangeable, keen cutting, double edged, hardened steel blades, ground to exact cutting angle. The notches in the blade breaks the chips, will scrape ACROSS the grain or WITH the grain. You

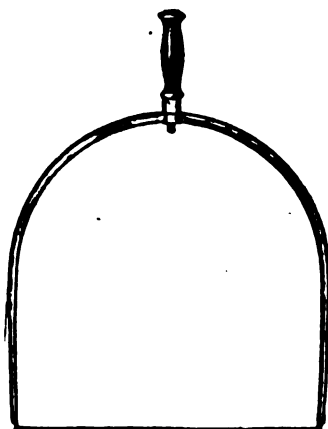
simply reverse the blade when dull or quickly insert a new one. No time wasted at the grind stone. The Marxoff saves time.

EVERY SHIPPER NEEDS THIS TIME SAVING TOOL

Complete as illustrated, including card with 12 extra blades (24 keen cutting edges).....\$2.00
Shipping weight, 1 lb., 3 oz.

Additional blades, 1 dozen on card (24 cutting edges) by mail\$1.00

"Boston" Butter Cutter



A valuable aid for wiring Butter in tubs, which works perfectly and does not break off small pieces.

Why dig Butter out of a tub when you can cut it up into shapely bricks of the size wanted? This cutter saves time, patience, and butter, and you can serve your customers much more satisfactorily.

This cutter is used and highly recommended by a great many chain stores, butter dealers, and grocerymen. The bow is made of the best steel, tinned or nickered, with piano wire cutters, maple or rosewood handles, and will last for years. Bow, 16 inches high; wire, 18 inches long.

Complete, with tinned bow, maple handle and 1 dozen extra wires, each..... \$2.75

Extra wire, per dozen..... .75

No. 0412 Produce Hatchet



Light pattern, scored face, with nail slots at lower and upper sides of blade. Pocket size. 2 1/4" cut. Weight less handle, 12 oz.; weight with handle, 1 1/2 lbs.

Price, each\$ 1.75

Price, per dozen..... 17.25

Little Wonder Box Scraper



An all wood box scraper, except for the blade. Easy to handle; blade is set at correct angle for best work. It will not hurt the hands.

Price, each\$0.50

Price, per dozen..... 5.00

Twin City Branch—2490-2494 University Avenue, St. Paul, Minn.

A.H. Barber-Goodhue Company

(Formerly A.H. Barber Creamery Supply Co.)

Home Office
300 W. Austin Ave.,
Chicago

Twin City Office
2490 University Ave.,
St. Paul



***THERE IS ONE BEST WAY
To STORE BUTTER
that is "CENTRAL'S" Way***



A Great Storage Service in the Heart of a Great Market

SERVICE

EXPERIENCED MANAGEMENT

::

FINANCIALLY RESPONSIBLE

**Modern Warehouses — Proper Temperatures
Unequalled Railroad Facilities — Ideal Location for Selling and Distributing
Liberal Advances**

**Central Cold Storage Co.
Kinzie and Dearborn Sts.
Chicago**

D. P. KENNEDY, Manager

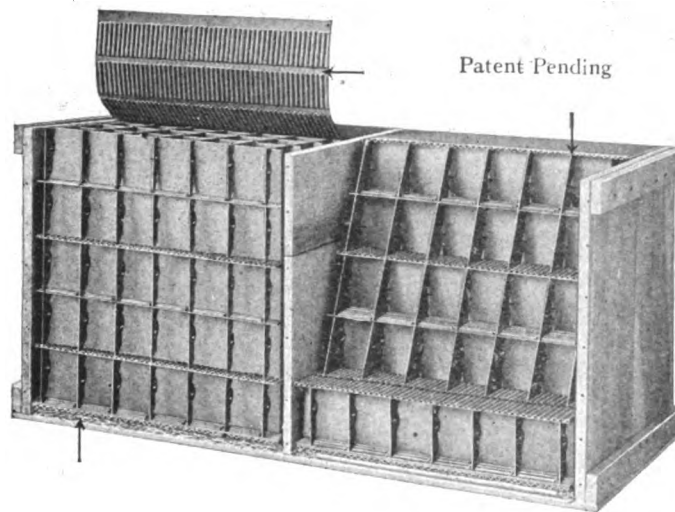
L. M. JOHNSON, Superintendant

F. J. McCANN, Ass't Treasurer

Does Not Deviate From a Single Action in the Present System of Handling Eggs

**Read what a Receiver has to say regarding a car of
eggs which was loaded promiscuously with Cushion-
Locked-Pads and the Six Excelsior Pad Pack**

CUSHIONED —
To protect eggs from
Vertical Shocks



LOCKED —
To prevent Shifting
of Fillers in the Egg
Case

A. M. DUBIN
181 Duane St.
New York

April 6, 1923

The Cushion Locked Pad Co.,
208 N. Wells St.,
Chicago, Ill.

Dear Sirs:

Answering your favor of the 3rd., instant, will say the following: Late last summer while I was connected with Droste & Snyder we received a car of eggs packed by the Northern Iowa Produce Co., McGregor, Ia. That car arrived in damaged condition. After opening the car on the dock we found twenty odd cases more or less broken; while opening the cases our men noticed that the greatest number of cases in this car was packed with a flat corrugated on one side, (for the filler to fit in, so that it keeps the filler from shifting). I have since learned that they are called Cushion Locked Pads and made by the Cushion Locked Pad Company, Chicago, Illinois.

Wish to state that all the damaged eggs in the car above mentioned were those that were packed with the ordinary flats and six excelsior pads, while there was not a single case in any of those that were packed with cushion locked pads that showed any trace of damage. These cases had excelsior pads on top and bottom and cushion locked pads throughout the case. To my best conviction had it not been for the cushion locked pads the damage would have been much more serious. With this demonstration I am more than satisfied that the Cushion Locked Pad is the most efficient yet offered to the egg trade for the elimination of breakage in transit.

I shall endeavor to advise all those with whom I do business to discontinue using the excelsior pads underneath the fillers, and instead to use cushion locked pads to take place of the regular flats throughout the entire case with excelsior pads on top and bottom.

Wishing to congratulate you with your simple but practical and most valuable invention, I am

Very truly yours,

A. M. Dubin.

AMD:LS

Write for Free Sample of Cushion-Locked Pads

CUSHION-LOCKED-PAD COMPANY

208 N. Wells St., CHICAGO, ILL.



'National' Butter Grades

Rules Governing Classification, Grading and Scoring of Butter

1. Butter shall be classified as Creamery, Centralized Creamery, Held Butter, Renovated, Ladles and Packing Stock.

Definitions

2. **Creamery.** Butter offered under this classification must be made in a creamery. The cream shall either be separated at the creamery or hauled direct to the factory from the farms.

3. **Centralized Creamery.** Butter offered under this classification must be made in a creamery. Cream used in the manufacture of this butter may be gathered direct from the farmers or shipped in from cream stations.

4. **Held Butter.** Butter offered under this classification shall be butter that has become Cold Storage Butter by virtue of the laws of the state in which such butter is sold.

5. **Renovated.** Butter offered under this classification shall be such as is made by melting butter, clarifying the fat therefrom and rechurning the same with fresh milk, cream or skim milk, or other similar process.

6. **Ladles.** Butter offered under this classification shall be such as is collected in rolls, lumps or in whole packages and reworked by the dealer or shipper.

7. **Packing Stock.** Butter offered under this classification shall be original butter without additional moisture or salt, from creamery or dairy (but may be from miscellaneous sources) which has been collected in any quantity and packed in barrels, tubs or other containers. It must be of quality for human consumption as food and free from adulteration.

Grades

8. Creamery, Centralized Creamery, Held Creamery and Renovated shall be graded as **Extras, Standards, Firsts, Seconds** and **Thirds**; Ladles as **Firsts** and **Seconds**, and Packing Stock as **Number One, Two** and **Three**.

Definition of Grades

9. Grades of butter must conform to the following requirements:

Extras

10. Shall be a standard grade of average fancy quality in the season when offered under the various classifications. Ninety per cent shall conform to the

following standard, the balance shall not grade below ninety points.

Flavor—must be sweet, fresh and clean for the season when offered if Creamery, Centralized Creamery or Renovated, and sweet and clean if Held.

Body—must be firm and uniform. **Color**—may be either light straw color, medium or high, but must be uniform and neither streaked nor mottled. **Salt**—may be defined as light, medium or high but must not be gritty. **Package**—new, sound, good, uniform and clean.

Standards

11. Standards shall be a grade of Centralized butter of average fancy quality in the season when offered. Ninety per cent shall conform to the following standard and the balance shall not grade below eighty-nine points:

Flavor—must be sweet, fresh and clean, and sweet and clean if Held.

Body—must be firm and uniform. **Color**—must be either light straw color or high, but must be uniform and neither streaked nor mottled. **Salt**—may be defined as light, medium or high but must not be gritty. **Package**—new, sound, good, uniform and clean.

Firsts

12. Shall be a grade next below Extras and must be good butter for the season when made and offered under the various classifications. Ninety per cent shall conform to the following standard, the balance shall not grade below eighty-six score:

Flavor—must be reasonably sweet, reasonably clean and fresh if Creamery, Centralized Creamery, Renovated, and reasonably sweet and clean if Held.

Body—must be firm and fairly uniform. **Color**—reasonably uniform, neither very high nor very light. **Salt**—may be reasonably high, light or medium. **Package**—new, sound, good, uniform and clean.

Seconds

13. Shall be a grade below Firsts. **Flavor**—must be reasonably good. **Body**—if Creamery, Centralized Creamery or Held must be solid boring. If Ladles or Renovated must be ninety per cent solid boring. **Color**—fairly uniform, but may be mottled. **Salt**—may be high, medium or light. **Package**—good and uniform.

EGG CASES

“Only One Kind—The Best”

—COTTONWOOD—

Carefully Manufactured — Securely Bundled — Uniformly Graded

THIRTY-FIVE YEARS' experience in serving the Egg Case Trade has established the fact that the symbol



means QUALITY

“Quality Goods should be shipped in Quality Cases”

“A REQUEST WILL BRING A QUOTATION”

AMPLE TRUNK LINE FACILITIES INSURE PROMPT SHIPMENTS

ANDERSON-TULLY COMPANY
Memphis, Tenn.

J. G. CHERRY CO., Cedar Rapids, Ia., Tama, Ia., Peoria, Ill., St. Paul, Minn.
Sales Representatives

Thirde

14. Shall be a grade below Seconds and may consist of promiscuous lots. **Flavor**—may be off flavored and strong on tops and sides but not rancid. **Body**—not required to draw a full trier. **Color**—may be irregular or mottled. **Salt**—high, light or irregular. **Package**—any kind of package mentioned at the time of sale.

No. 1 Packing Stock

15. Shall be original butter without additional moisture or salt, sweet and sound, packed in new barrels having wooden heads in both ends, or in new tubs, both to be parchment paper lined; barrels and tubs to be packed full.

No. 2 Packing Stock

16. Shall be original butter without additional moisture or salt, sweet and sound, may be packed in different kinds of barrels, tierces, pails, tubs or good clean boxes; may be without paper lining; may be packed in two-headed or cloth covered barrels.

No. 3 Packing Stock

17. Shall be a grade or quality above grease butter and packed in any kind or all kinds of packages.

Scoring

18. The standard official score for salted creamery butter shall be as follows:

Flavor	45 points
Body	25 points
Color	15 points
Salt	10 points
Style	5 points

19. The standard official score for unsalted creamery butter shall be as follows:

Flavor	45 points
Body	30 points
Color	15 points
Style	10 points

Extras

20. Shall consist of a grade of butter scoring ninety-three points from May 20th to July 31st, inclusive, and ninety-two points from August 1st to May 19th, inclusive.

Standards

21. Standards shall consist of the highest grade of Centralized butter made during the season when offered and shall score ninety points or better.

22. The minimum score of Firsts shall at all times be four points below the score required for Extras.

23. The minimum score of Seconds shall be four points below the minimum score required for Firsts.

24. The minimum score of Thirds shall be five points below the minimum score for Seconds.

Quantity

25. When creamery butter is offered in carlots it shall be understood to be at least 280 tubs and not over 310 tubs of the make of one creamery, unless otherwise specified.

26. When Packing Stock is offered in carlots it shall be understood to be at least 18,000 lbs. of butter and not over 22,000 lbs., unless otherwise specified.

Inspection

27. **Certificates of Inspection** for "held" butter in a freezer shall be good for thirty days after issue, provided the butter remains at approximately the same temperature and in the same warehouse and has received proper care since being inspected.

Samples

28. There shall be drawn as samples for inspection

by the Inspector not less than five packages from lots less than fifty packages of one mark and invoice, and not less than ten packages from lots of fifty to two hundred packages of one mark and invoice. Where inspector is called upon to inspect lots of butter containing more than 200 packages it shall be discretionary with the Inspector as to the percentage necessary to examine in order to arrive at the correct results, but he must examine not less than five per cent.

Inspection Brand

29. The Inspector shall brand with a rubber stamp on the top and side of each package inspected the name of the Inspector, the Exchange and the date inspected.

Shipment

30. Prompt shipment shall be understood to mean within three days, unless longer time is specified.

Fees

31. Fees for inspection shall be, for lots of 50 tubs or less, \$1.50, and 2c per tub additional for lots exceeding 50 tubs.

32. The fee for inspection of a straight car lot of butter on track at any railroad or warehouse shall be \$5.00.

33. Where the butter to be inspected, weighed or tested is located within five miles of the Inspector's usual place of business, the fee shall be \$1.50 for the first inspection, and 75c for each subsequent inspection made at the same time for the same party.

34. For mixed car lots the minimum fee shall be \$5.00.

GENERAL RULES

Certificates may be issued only to members of a board or exchange which is a party to these rules.

Buyers of carlots on track shall be allowed one day to unload after delivery is made and in case of carlots under demurrage, the seller shall pay the demurrage for one day after the delivery is tendered so as to allow for unloading.

Every lot or mark must be inspected as a separate lot and must not be lumped as one lot or shipment.

Fees—Charges for inspection or weighing shall be governed by the local charges of the market where the butter is inspected or weighed and a copy of these charges is to be filed with each exchange certifying to these rules.

Payments—Fees for inspecting or weighing shall be paid by party ordering same, except where otherwise agreed.

Additional copies of certificates may be secured at twenty-five (25c) cents each.

In case of re-inspection the fee shall be double the original inspection and shall be paid by the party losing the contested point.

LOWER BUTTER AND EGG RATE

In a previous Bulletin, attention was called to the fact that an application had been filed with the Western Trunk Line Committee (W. T. L. Subject No. 2596), requesting the establishment of reduced freight rate of 88½c per 100 pounds on butter and eggs, carloads, from Aberdeen, Bristol, Waubay and Redfield, S. D., to Chicago.

Advice has now been received in the Executive Office to the effect that this application has been approved by the Railroad Committee and the reduced rate will be made effective in the near future.

The present rate is \$1.02 per 100 pounds.

MIXED CARS OF POULTRY AND EGGS

Care Prior to Shipment and Proper Loading Essential to Safe Transportation

Last December, R. C. Dearborn, Chairman of the National Perishable Freight Committee, in a communication addressed to the Executive Offices of the National Poultry, Butter and Egg Association stated: "Our attention has been called to the large and steady increase in claims account damage to mixed shipments of eggs and dressed poultry. It is suggested that the major portion of the claims primarily arise from too close stowing of eggs, which has the result of interfering with the proper circulation of cold air and thereby failing to secure the degree of refrigeration necessary to protect the dressed poultry."

The Executive Offices commenced an investigation which leads to the following conclusions:

Pre-Cooling

1. Eggs should be precooled to from 32 to 36 degrees.
2. Poultry should be precooled to from 22 to 36 degrees. (Certain shippers suggest that poultry should be at a zero temperature before loading.)
3. Car should be precooled from 30 to 35 degrees before loading is commenced. Crushed ice and salt.

Loading

4. Use racks in the bottom of the car.
5. Place the poultry in each end of the car, next to the ice bunkers.
6. Place the eggs in the center of the car, seven cases wide.
7. Leave air spaces between all rows, running from one end of the car to the other.
8. Where poultry is frozen before being loaded, straw should be placed over, around and under the eggs, to protect against the cold of the frozen poultry. It will also tend to prevent the sweating of the poultry, caused by its proximity to the eggs.
9. Re-ice in transit as required.

The Movement

The movement of mixed cars of eggs and dressed poultry by the larger shippers is usually during the early spring, or late summer, or early fall when eggs cannot be held for carlot tonnage. Smaller shippers find it necessary to ship mixed cars the year round to keep their tonnage moving frequently, and in answer to the demand of many small receivers.

The Claim Account

The investigation does not develop any facts tending to prove "a large and steady increase" in the claim account. On the other hand, claims seem to be few and far between.

To determine whether dressed poultry has been "spoiled" by reason of failure to properly precool or has been spoiled because of lack of proper refrigeration, the following observations are submitted:

Improper precooling is evidenced by the fact that deterioration commences from the inside of the bird; because the animal heat was not entirely eradicated. This deterioration in turn causes the outside of the bird to become green and otherwise discolored and finally carries a strong odor or stench.

Improper refrigeration is evidenced, first, by sweat on the outside of the bird; this is followed by a super abundance of moisture and finally the entire outside of the bird becomes slimy and sticky.

Investigation by the Government

Concerning the loading of mixed cars of poultry and eggs, the Bureau of Chemistry, U. S. Department of Agriculture, has this to say:

"If the car is to be loaded with a mixture of poultry and eggs, as very frequently happens, the problem is much more complicated. If ice and salt are used in the bunkers, and if the poultry and eggs go into the car well chilled, the temperature may be sufficiently low to freeze the eggs. If, on the other hand, salt is not used with the ice, it becomes a difficult matter to keep the poultry sufficiently cold to carry without deterioration if the haul is a long one. If such mixed cars are to be handled, and this is oftentimes a commercial necessity, it is advisable to chill the poultry as thoroughly as possible, piling the boxes low in the car and against the ice bunkers. The eggs should be artificially chilled to as low a temperature as possible before they are shipped, and they should then be placed in the middle and upper layers of the load.

"Since the ice bunkers are at either end of the car, it follows that every additional foot away from them will mean a rise in temperature; and since there is no method of inducing artificial circulation in general use, by which the heavy cold air at the bottom of the car can be forced to the upper part, it follows also that every foot above the floor means a rise in temperature. The mistake is frequently made of packing goods too high in a refrigerator car. Where great efficiency is necessary, as in the handling of poultry, the height of the load should be not more than 4 feet."—File 314.

NEW EGG GRADES DECRIED

Federal Standard Recently Announced Declared Harmful by Agriculturalist

That the proposed federal grades on eggs would, if they go into effect, seriously injure the egg producers of the State of Washington, is asserted by F. H. Gloyd, supervisor of agriculture. The proposed grades lower the standard to such an extent that the first four grades of the co-operative association would come under the proposed United States Extras. When federal grades are adopted, the trade changes to those grades and all other grades are dropped.

Should this happen, it would mean that the high standard which has been built up in the State of Washington will be lost and the high quality established in the grading will no longer bring a premium on the New York market, which now takes about 20 carlots of Washington eggs each week.

Another bad feature of the proposed grades is that all reference to the point of origin is eliminated, thus injuriously discriminating against northwestern eggs. Mr. Gloyd pointed out.—Yakima (Wash.) Herald.

BUTTER TUBS

Supplement No. 1 to Agent E. B. Boyd's Circular 17-D, publishes a class "D" rating on wooden butter tubs, minimum weight 24,000 pounds, on shipments moving between points in the state of Nebraska. The reduced rating will become effective June 15, 1923.



Feed FUL-O-PEP FATTENING FEED

It is the result of the latest scientific research and the knowledge secured from the practical experience of hundreds of the biggest commercial feeding plants.

Ful-O-Pep Fattening Feed is produced by the largest cereal manufacturers in the world, the premier millers of Rolled Oats and Oatmeal. It offers a ready mixed ration, unequalled for production of weight and ideal finish. It eliminates irregularities in mixing. Every mouthful is a balanced ration.

Ful-O-Pep has as its base, table rolled oats, oatmeal and ground white corn, balanced and strengthened with a variety of other valuable ingredients. Its high absorption quality insures its taking up an unusually large amount of moisture, and its absorption is so rapid it can be fed from 15 to 30 minutes after mixing.

Crate fatteners and live car shippers appreciate the convenience of a completely balanced, ready mixed feed, and in Ful-O-Pep Fattening Feed they will be assured of an outstanding feed that contains the highest quality ingredients, evenly mixed, producing exceptional results.

Write us for free sample and further facts.

INGREDIENTS	
Rolled Hulled Oats	Corn Germ Meal
Oatmeal	Ground White Corn
Low-grade Wheat Flour	Linseed Meal
Bran	Ground Puffed Rice
Middlings	Bone Meal

ANALYSIS	
	Per Cent
Protein	15
Fat	5
Carbohydrates (Nitrogen free Extract)	60
Fiber (not to exceed)	5



The Quaker Oats Company

Poultry Service Dept. Address: 1635 Ry. Ex. Building, Chicago, U. S. A.

Facts About Excelsior Pads

The widespread use of excelsior pads is the best indication of their utility. From a mere experiment, they have become a recognized part of the standard egg package. The results obtained have fully justified their continued use.

Merited Approval

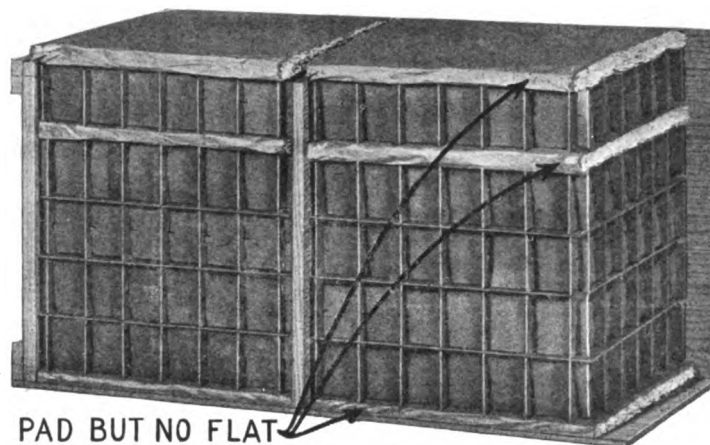
EXCELSIOR PADS have the enthusiastic approval of the Carriers, Important Shippers, Agricultural Bureaus, State Marketing Bureaus, as well as of the men who actually use them in their daily work. This approval is based on merit alone.

They Pay For Themselves

The official figures on claim reduction since the use of EXCELSIOR PADS became widespread, show a net reduction approximating the cost of all the pads that were used.

How To Get Best Results

It is important that the pads be used in the approved manner. Six pads, placed as shown in the illustration below, a new case, and a set of new honeycomb fillers, will give you a pack that is standard. Good results are certain.



PAD BUT NO FLAT

In buying pads be sure that you get the benefit of proper construction. The use of the right materials in the production of the pad is also important. We vouch for ours by placing our name and Trade Mark on each individual pad.

H. W. SELLE & COMPANY

MANUFACTURERS

1000-1020 North Halsted Street : CHICAGO, ILL.

Women To Market Poultry and Eggs

American Farm Bureau Federation To Organize Women in Co-Operative Societies

Women delegates from fifteen states met in Hotel Sherman on May 28th, and were told that by co-operatively marketing the egg crop they could guarantee that the consumer would pay from ten to fifteen cents less per dozen than he is now paying, and at the same time the profit to the farmer would be "trebled." Just how this is to be accomplished is disclosed (?) in the following excerpts from speeches made at the conference.

It was explained that the purpose of co-operative marketing was to substitute for the blind dumping of eggs on the market, orderly marketing, by regulating the flow to the market—to substitute *merchandising* for blind marketing.

Under the present marketing methods, farmers in certain sections of the country dump eggs on the market, and if the egg dealers want to depress the market further, they dump eggs on the market, and thereby break it. They used to do that in California before co-operative marketing was done. The dealers there dumped eggs onto the market and depressed it to as low as ten cents a dozen. Then these dealers would buy and put the eggs at this price, into storage.

Australian eggs come into California markets—also Chinese eggs. China produces more eggs than the United States, but they don't eat them in China—they bury the shell eggs in mud to preserve them, and then export them. Some are separated and frozen, and this competes in depressing our markets, especially the imported shell eggs, since they are sold as "middle western storage eggs." The easiest way to break the California market is for these eggs to come in, and for the "packers" to bring in storage eggs from the middle western sections, to break the market.

Eggs are dealt with in "futures" here in Chicago, exactly the same as grain. The "packers" break the market by shipping or by concentrating at will.

At first, in San Francisco, farmers dumped eggs to dealers, then dealers dumped eggs onto the market, and the price would go as low as ten cents a dozen, then the dealers would buy for storage. Farmers dumped because they did not know any better—dealers dumped *on purpose* to bring the price down. This is the way the basic price was set. When the price began to rise, then the dealers would dump storage eggs onto the market. Farmers didn't have a ghost of a show, because the dealers made the price by dumping, until farmers formed co-operative marketing, and shipped their own eggs.

The farmers deliver the eggs as the Association directs, to be handled through a weekly pool. The Association deducts marketing costs, plus one cent per dozen for the purchase of stock. They started in California by signing up 1,000,000 hens under contract for three years. This made the Farmers Co-operative Association the largest egg dealers in California. The

commission men tried to prevent farmers signing contracts. After the contracts were signed up, the commission men tried to get farmers to break the contracts, until we had suits and won.

Our Association now in California has the largest and best egg plant in San Francisco, and it is owned by the Association. It now has \$407,000 paid up capital, and we are getting a two to four cent premium on the New York market, because of grading and our guarantee.

Grading is the first essential to merchandising. At first, no eggs came into New York as California eggs—they came in as coming from the Chicago market. Chicago is the worst market in the United States for good eggs.

California producers now put up the best storage packed eggs in the United States. We sell on future delivery contracts. We "process" eggs and get four to six cents per dozen above standard market price for them, and it costs only one-half to one cent per dozen to process them. These eggs do not have to be put into cold storage and can be sold when four to six months old.

We keep the California market up by sending surplus eggs to New York. Our storage egg account is kept separate from the regular weekly pool. Profits from storage eggs are paid on basis of entire storage season. We grade, pack, store, process and merchandise our own eggs.

You have bitter internal problems. Commission men will try to break up your organization by telling farmers how much more money they would pay if the farmers sold to them.

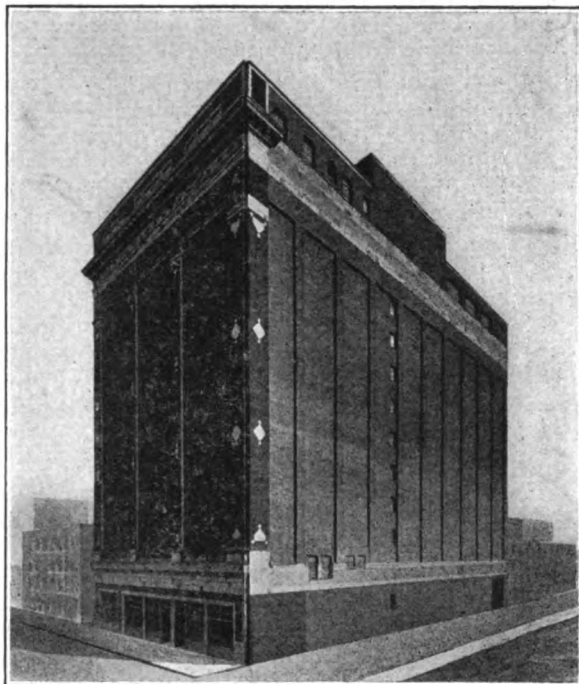
The five Pacific states formerly competed. Now they have united into one organization, with Mr. J. H. Barber as General Manager, with its own selling office at New York.

When farmers sell as individuals, their price depends upon the supply at point of production, which is low. When co-operative organizations sell, their price depends upon the amount for sale at the point of consumption. You now sell at the point of production on the basis of supply at that point, and get very little for your eggs.

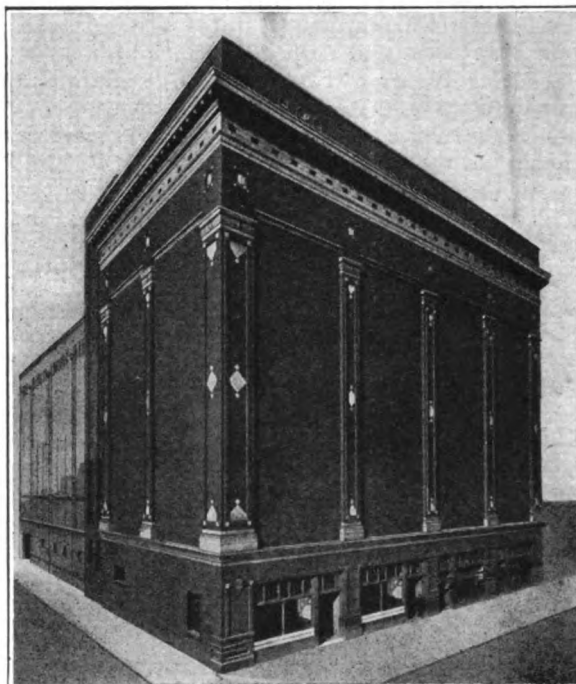
Eggs constitute the largest commercial crop that is sold in the United States.

The "packers" make more on their eggs than they do on their steers or hogs. "Packers" are organized on commodity basis—they grade and merchandise. The "packers" here do just what we do in California in co-operative marketing. The "packers" can't do a thing that the farmers can't do. In fact, you can beat them by regulating the flow of supply and you can

Store Your Butter Where It Is Consumed



Cold Storage Warehouse "E"



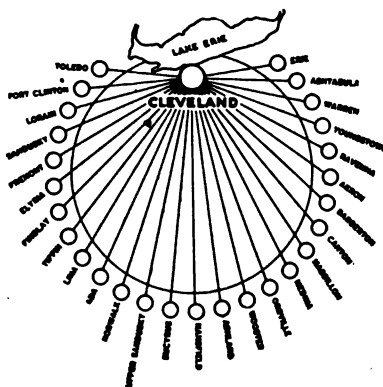
Cold Storage Warehouses "C & D"

CITIES WE SERVE

We Serve Two Million
People.

Cleveland is a Great
Growing Market.

"Do Not Overlook It"



Our Facilities are
the Best

We carry our freezers at
zero and below.

The Sheriff Street Market & Storage Co.

Homer McDaniel, Mgr.

CLEVELAND, OHIO

Capacity 5,000,000 Cubic Feet

beat them on grading and financing, and you can get better financing rates than they can—if the growers organize properly.

* * * * *

The farmers in the middle west are scattered and cannot collect and grade as cheaply as in California. It will cost you two or three times as much to collect and grade as it does in California, but with all these handicaps you can do more than the "packers" are doing today. The "packers" are not running unprofitable departments on eggs.

* * * * *

You can use the local farm bureaus and any other organization. Teach grading to the farmers. Show him how grading is tied up to his pocketbook. Hold grading demonstrations. Interest agricultural colleges with the project. Hold local grading and standardization meetings, and the farmers will flock in.

* * * * *

Produce infertile eggs. Farmers should specialize in egg production, and they should not do their own hatching, but this should be done by specialists who are most fitted to care for the hatching enterprises.

* * * * *

Collect eggs often and regularly by egg circles, then bring these eggs into the centralized points (the creamery or elevator or egg packing establishment). Quit gathering irregularly and taking to grocery man and selling \$2.00 worth of eggs for fifty cents worth of canned goods.

* * * * *

Tie up the women with this project. Have women directors in the locals. The farm women take care of the poultry and have never been recognized in a farmer movement before.

* * * * *

Federate the local groups, then federate into a state organization, then the states federate.

* * * * *

Must have a real marketing man in charge who should be able to ship, store and process the eggs.

* * * * *

In the mid-western states, five men in Chicago dominate the egg marketing in the United States, except the white eggs of California. The only situation not dominated by these five men is where we have co-operative marketing.

* * * * *

You must control the flow of eggs to the market to make the basic prices for the whole continent.

* * * * *

It does not take very much money to store eggs. You can use the public cold storage plants in Chicago. You can do it easier than California did it because we had to build our own storage plants.

* * * * *

Get good men to manage. Swift, Armour and Wilson can hire expert men—you can do it, too.

* * * * *

The Pacific Coast states and the mid-western states can work together.

* * * * *

It isn't necessary to raise the price to consumers—you can cheapen it to consumers and at the same time get better prices to the farmers. Get it on a national basis. You can operate on a large basis.

* * * * *

You can guarantee to the consumers five to ten cents less on the dozen, and treble the price to the farmers.

We can take any five of these states: Missouri, Kansas, Iowa, Illinois, Indiana, Ohio, Wisconsin or Minnesota, and dominate the market.

* * * * *

The farmer's wife can show the farmer how she can take the hen and eggs and make more money than he did on his crops.

* * * * *

Launch the first woman's co-operative marketing movement in the United States.

* * * * *

The one piece of legislation we want is to have the date and place of shipment (origin) stamped on all imported eggs, so if the American people want to eat Chinese eggs by choice, all right. Through Mr. Haugen, we tried to get legislation of that kind, but it was beautifully blocked. Now when this organization gets strong enough, that is one thing we want.

* * * * *

During the last four months more requests for information and help concerning poultry and egg work have reached the offices of the American Farm Bureau Federation than all other requests put together.

BOLIVIANS SHORT OF BUTTER

They Have to Import It From Peru, Argentine, Brazil and Chile. Why Not More From the United States?

The butter market of Bolivia should prove a successful one for American exporters as the domestic production is very small, says Consul D. C. McDonough in a report to the Department of Commerce, and fresh butter in considerable quantities is imported from the neighboring countries of Peru, Argentine, Brazil and Chile to meet the local demand. Fresh butter from Peru is preferred on the La Paz market but the supply from that source has not met the Bolivian requirements. Butter from Argentine which was formerly sold in La Paz, seems to have disappeared from that market. For the mines in remote parts of Bolivia fresh butter packed in tins is needed.

American butter is gaining in favor and, with the more favorable exchange, its sale is likely to increase rapidly as it is well liked. Current importations of tinned butter are divided between American and British butter, part of the latter product coming from Ireland. Prices for the best American butter, c. i. f. Arica, Chile, are \$32.00 for a 48-pound case, packed in one-pound tins, and \$34.00 the case of ½-pound tins, but other brands of butter are offered at lower prices. The wholesale price of Peruvian butter in La Paz is 2 bolivianos, or \$0.67, per pound; tinned butter sells at the wholesale price of 2.20 bolivianos, or \$0.73, per pound. Total imports of butter into Bolivia in 1913 were 135 metric tons; 1919, 50 metric tons, and in 1920, 121 metric tons. The values of these imports were \$26,660, \$47,185 and \$99,501 respectively. (The year 1920 is the latest year for which statistics are available for Bolivia.)

Butter is imported into Bolivia by the wholesale and retail grocers either direct or through import commission houses. Quotations of butter should be made c. i. f. Antofagasta or Arica, Chile, or Molanda, Peru. The import duty on butter is 30 centavos, or about 10 cents per kilo, gross weight, but there are several other special taxes on imported merchandise as well as municipal taxes which vary with the several cities.

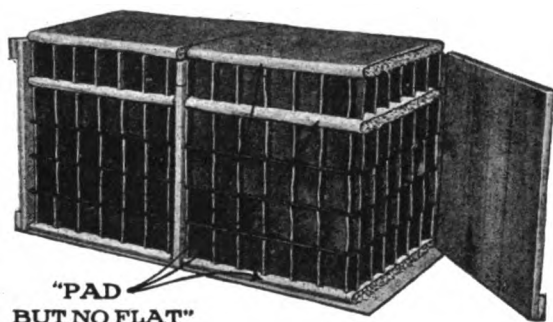
EXCELSIOR EGG CASE PADS

No Longer An Experiment

Improved Excelsior Egg Case Pads have now become as staple an article in egg packing as a set of new Standard Honeycomb Fillers or new Standard Egg Cases.

CARRIERS APPROVE

The railroad and express companies are now advocating a general use of Excelsior Pads, as their observations during the past season have convinced them that breakage can be practically eliminated through this method of packing.



PROPER USE

The results of the past season prove that when Pads are used, **six to the case**, as shown in above cut, breakage can be reduced to a minimum heretofore thought impossible. The saving of one egg covers the cost of the two additional pads under the top tiers and is the cheapest insurance against breakage you can buy.

IMPORTANT

The **manufacturers' name and address** should appear on each pad. All pads manufactured by us bear the following "trademark" and assure you of standard construction:



EXCELSIOR WRAPPER CO.

Grand Rapids, Mich.
Sheboygan, Wis.

Manufacturers

Chicago Office:
224 W. Kinzie Street

JOINT CALL
for a
NATIONAL WHEAT CONFERENCE
Chicago, June 19th and 20th, 1923

More than ten million men, women and children of the United States are directly interested in the production of wheat.

The dissatisfied condition of a large portion of our agricultural population today is very largely due to the price of wheat, which measured by the cost of production or by the purchasing value of the farmer's dollar, is lower today than in half a century past.

Failure to bring relief to the farmer from his present situation will have a serious effect upon every other industry and upon the consuming public; for permanent prosperity of the whole nation depends upon conditions being satisfactory upon the fields and farms that support the nation's physical life. A fair price for the wheat crop means purchasing power to the farmer, smoking chimneys for American factories and a full dinner pail for American workers.

The disparity between our land values, taxes and labor, our standards of living and those of other wheat-producing nations of the world makes it impossible for us to sell our surplus profitably in the open markets of the world. It is not a market we need for our wheat, but a profitable market. Realizing that higher prices for wheat can come only through increased demand, an outlet for our surplus production must be found in the United States by educating the public taste to consume more wheat and the companion products of the farm which accompany wheat in consumption.

To the end that we may find a satisfactory solution for the situation which now confronts the United States, seriously imperilling the structure on which our prosperity is built, we call a National Wheat Conference to be publicly held in Chicago, June 19th and 20th, 1923. To said National Wheat Conference we invite representatives of organizations of agriculture, commerce, elevators, railroads, millers, bakers, retailers—also of educational bodies and of all other industries related to the production, manufacture and consumption of our wheat crops—together with individuals interested in the solution of economic questions affecting the nation.

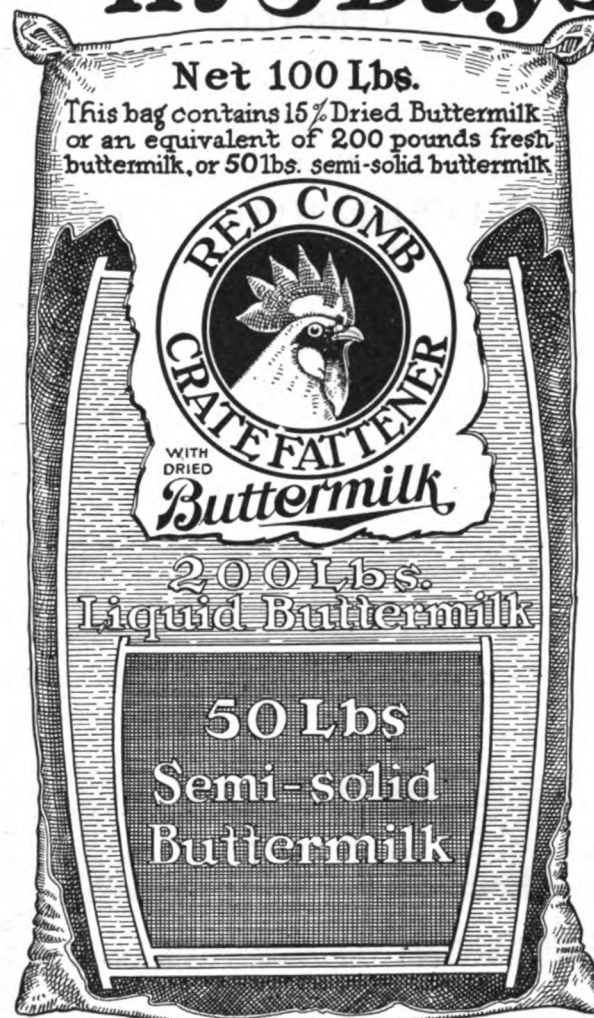
COMMITTEE ON CALL

J. A. O. PREUS, <i>Governor of Minnesota</i>	ROYAL S. COPELAND, <i>Senator-Elect, New York</i>
LEN SMALL, <i>Governor of Illinois</i>	CHARLES S. BARRETT, <i>President National Farmers' Union</i>
JONATHAN M. DAVIS, <i>Governor of Kansas</i>	O. E. BRADFUTE, <i>President American Farm Bureau Federation</i>
ARTHUR M. HYDE, <i>Governor of Missouri</i>	S. J. LOWELL, <i>Master National Grange</i>
R. A. NESTOS, <i>Governor of No. Dakota</i>	GEORGE E. CHAMBERLAIN, <i>United States Shipping Board</i>
A. V. DONAHEY, <i>Governor of Ohio</i>	AARON SAPIRO, <i>Counsel in Agricultural Economics</i>
JOHN C. WALTON, <i>Governor of Oklahoma</i>	
ARTHUR CAPPER, <i>Senator from Kansas</i>	

ONLY JUDICIALLY?

"Courts *judicially* know whiskey is intoxicating."—City of Kewanee vs. Puskar, 139 N. E. 60.

Makes 10 Days Gain In 5 Days



Dilute rations produce slow gains
Concentrated rations quick gains
Gains are a question of nourishment, not time

We guarantee satisfaction
Hales & Hunter Co. Chicago, Ill.

HALES & HUNTER CO.
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Chicago, Ill.

Please send me a sample of RED COMB
CRATE FATTENER [WITH] DRIED
BUTTERMILK, and delivered prices.

NAME.....

ADDRESS

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FROZEN POULTRY**

Always Open for Business,
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FULL MARKET VALUE, CONSIGN YOUR POULTRY
TO**HANCE BROTHERS CO.**
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Established 1883

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For the quickest and most efficient service and for best net results—TRY US

CRAWFORD & LEHMAN

Liberal advances

31 South Water Street, Philadelphia

FORECAST OF 1923 RAILROAD EARNINGSWritten for the Magazine of Wall Street by George
W. Oliver

The estimates in this article are based on operating and financial reports of the Interstate Commerce Commission. The detailed processes which were used in arriving at the estimates have been omitted as they would have unnecessarily encumbered the article without giving compensating value.

The railroads had another disappointing year in 1922, their net income after taxes and rents amounting to but \$775,000,000, equal to 4.1% upon the investment value. This is an improvement over 1921 when the rate earned was 3.3%, but much below the average of the three years preceding federal control (1915, 1916 and 1917), when the rate earned averaged 5.7%.

For several years the railroads have received one jolt after another just as they appeared to be getting on their feet. The coal strike, the shopmen's strike and the general rate reduction account largely for the poor showing of 1922.

The present and prospective holders of railroad securities are naturally interested in knowing how the roads stand, and what the prospects are for 1923. Every indication points to a strong comeback. Strike troubles appear over. General business prospects for the future are good. Traffic, as indicated by recent carloading statistics, shows substantial increases over 1922.

Equipment Facilities

The railroads are prepared to handle a large volume of traffic. They now have more serviceable locomotives than during the peak traffic periods of 1920 and approximately the same number of serviceable freight cars. Large numbers of new locomotives and new cars will be placed in service during the course of the year.

Consideration of all phases of the railroad situation indicates (in the absence of adverse unforeseen circumstances such as a further general rate reduction) that, under the present rate and wage levels and material prices and with the prospective volume of traffic, the railroads, as a whole, will earn close to 6% on their value in 1923. Earnings of individual roads will, of course, fluctuate widely.

The prosperity of the country rests upon a properly functioning transportation system, which cannot function properly unless it receives a sufficient income above all expenses to adequately reward investors and to attract new capital for the purpose of making the needed improvements demanded by a growing service. A fair return upon value will provide the income required by the railroads, and the Interstate Commerce Commission has been delegated by Congress to so adjust rates that a fair return may be earned, and that body has set that figure at 5.75%.

The analysis which follows demonstrates that the fair return will be earned in 1923, and that bond interest and dividends will be earned by a larger margin than for any year in railroad history with the possible exception of the year 1916. As a result, railroad credit will be re-established on a firm basis, enabling the roads to finance much-needed improvements.

Volume of Freight Traffic

Volume of traffic is of paramount importance to the railroads. Added traffic can usually be handled at a fractional increase in cost. While the volume for 1922 was 10% higher than in 1921, it was less than for any other year since 1915. During the period, April to August, 1922, the tonnage carried was even less than in 1921.

Reports of cars loaded for January this year indicate an increase over 1922 of about 20%. January is usually a light traffic month, but the loadings this year were greater than for any month in 1922 prior to August. Furthermore, cars are now carrying more tonnage. A study of the trend of loadings viewed in the light of business conditions, indicates that from 20% to 25% increase in tonnage may be expected up to the end of August, 1923. However, even though the latter part of 1923 should not quite come up to 1922, which was a heavy traffic period, an increase of at least 10% for the entire year 1923 over 1922 may be expected.

Volume of Passenger Traffic

There were fewer passengers transported in 1922 than in any year since 1915, and even fewer than in 1921, yet substantially the same number of trains were run. The high rates and automobile competition had something to do with the situation, but so did adverse business conditions and the shopmen's strike. There was a profound slump in passenger traffic in the early months of 1922, then as traffic started to revive in June, the strike came on, and materially curtailed travel in July, August and September, usually the big passenger traffic months of the year.

With the general improvement in business conditions, it appears that at least 10% increase in passenger traffic for 1923 over the sub-normal year 1922 may be expected. With such an increase, the volume of traffic will still be less than for any year 1916 to 1920.

Effect of Increased Volume of Traffic

Experience of the past shows that substantial increases in freight traffic permit the filling out of many trains which would otherwise run light, so that an increase in traffic is rarely accompanied by a proportionate increase in train-miles, nor, hence in cost. Railroad experts almost uniformly agree that an increase in volume is accompanied by only half as great an increase in cost.

There is even a proportionately less increase in passenger train costs with an increase in the volume of passenger traffic, because trains are run according to schedule regardless of the number of passengers traveling. Occasionally, extra cars are added and additional sections of trains run, but as a usual thing, the average passenger train is capable of carrying a material increase in passengers without added cost. This applies particularly to the present situation, as passenger trains were loaded lightly in 1922.

For the purpose of this analysis it is assumed that there will be an increase of 10% in the volume of freight, passenger, mail, and express traffic in 1923, and that this will be accompanied by a 6% increase in operating expenses. Gross revenues in 1922 amounted to approximately 5.55 billions. The rate reductions of July 1, 1922, if in effect throughout the year would have reduced these revenues by 150 millions, or 5.4 billions, which reflects the 1922 volume of traffic at present rate levels. Gross revenues for 1923 will be 10% or 540 millions greater. Operating expenses which were about 4.25 billions in 1922 (reduced to present cost levels) would be increased 6% or 255 millions. The net effect of a 10% increase in volume of traffic in 1923 will be an increase in net income of 285 millions.

The Labor Situation

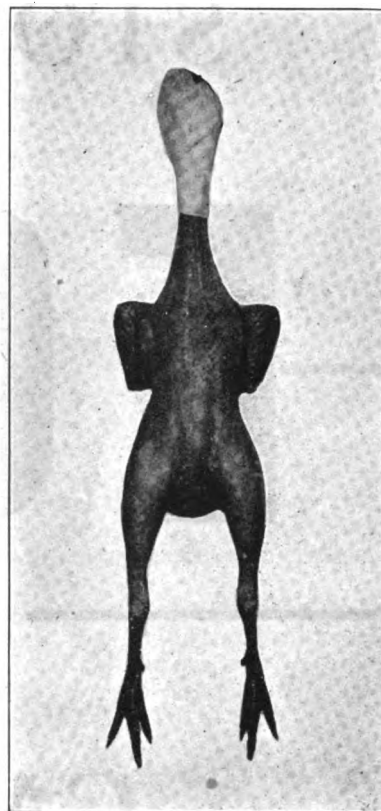
On July 1, 1922, wage reductions affecting shopmen, laborers, employees, clerks and others became effective. These reductions averaged 6 or 7 cents an hour. Averaged over all employees, including those whose wages

(Continued on Page 29)

Capon MacX Gruel Fed

Finer
Fatter
Fowls

Fancy
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Fowls



Put Better Flesh—More Flesh on Fowls.
Less Time—Less Cost
by using

MacX Chicken Gruel

The BEST FEED MADE for BATTERY
FEEDING AND LIVE CAR SHIPPERS

Quality Throughout—All Feed.
Mix with Buttermilk or Water.

Write for information and prices

Manufactured Exclusively by

MACX FEED MILLING Co.
CLINTON, IOWA



STORE YOUR
EGGS
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CALUMET
REFRIGERATING
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337 ALEXANDER STREET

CHICAGO

Direct Connections with all Roads Entering Chicago

JOHN T. BRADY, Vice-Pres't and Gen'l Manager

Tentative U. S. Classes, Standards and Grades of Eggs

Proposed by the U. S. Bureau of Agricultural Economics

It is not necessary to present argument for the standardization and grading of eggs for market in accordance with National Standards, for it is every where recognized that standardization of any farm product is conducive to greater efficiency and economy in marketing. The real problem confronting producers, dealers, shippers and distributors often is—"How shall we standardize and grade—what rules shall we follow," and until uniform standards and grades are established and simple, clear, concise rules are adopted, there will continue to be much lack of understanding also proper practice in standardizing and grading eggs for market, with attending confusion and avoidable losses.

The U. S. Department of Agriculture has established standards and grades for butter, cheese, cotton, corn, oats, potatoes, wheat and other farm products. It has also undertaken to establish practical commercial standards and grades for eggs suitable for use in marketing them on a quality basis.

The purpose of this circular is to present briefly the results of studies in egg standardization, for consideration and constructive criticism of members of the egg industry so that the final standards and grades established by the Department may be adapted to most practical use in trade channels. The views and suggestions of the industry will be welcomed on the various phases presented in this circular.

Classes of Eggs

In the marketing of eggs it has been quite a customary practice to use classifying terms indicative of the source or locality of production and suggestive of the possible quality of the eggs. As these terms have not been clearly defined and are not fully descriptive of quality, they have been susceptible of misuse, which has led to continuous confusion as to what constitutes real quality. The establishment of definite standards for determining quality and the candling and grading of eggs in accordance with these standards should make it unnecessary to employ a multiplicity of class terms intended to indicate quality in eggs, since the real or actual quality would be determined by strict application of rules for grading and inspection and by applying grade terms accordingly. It should make little difference whether an egg is a "Near-by Pennsylvania," "Near-by New York" or a "Pacific Coast Extra" if it is of real "Extra" quality; or whether it is a First from Missouri, Iowa, Northern Illinois or Northern Ohio if it has the full quality of a real "First." There may be little or no difference between a so-called "Hennery Quality" egg and a "Fresh Gathered Farm Flock" egg, and the class terminology would be greatly simplified by using a term descriptive of quality, such as "Special" or "Extra," where the quality is the same or by calling the one a "Special" and the other an "Extra," as the case may be, where there is a discernable difference.

The lack of a strict grading of eggs at shipping points in the past has resulted in the shipping to market or rather loosely graded or ungraded lots of eggs which the market receivers have had to recandle and grade before placing them into jobbing channels of trade. These shipments as received in the markets in wholesale channels have furnished the basis of wholesale prices and because of the fact that the eggs from one section averaged better than from another it has seemed necessary

to establish separate quotations on eggs from different shipping sections to properly represent the different values of the eggs shipped from each, loosely or strictly graded or ungraded as they were found to be. Dealers and shippers at country shipping points could therefore be important factors in bringing about standardization of eggs according to quality by employing strict rules and grading eggs into various lots according to established and accepted grades of quality before shipment.

It may be necessary to employ terms descriptive of the style of packing such as "Storage Packed" and to make distinction between fresh and storage eggs, especially in reporting movement of stocks, but a fresh egg of "Extra" quality and a storage egg of "Extra" quality, where both are free from undesirable flavors, should not require separate classification as to grade.

In establishing Federal or U. S. Grades for eggs it is not proposed therefore to give recognition to the existing numerous classes of eggs by establishing official definition for them, since a strict basis of grading and inspection will make it possible to eliminate most of these classes.

Standards and Grades for Eggs

Quality in eggs is indicated principally by condition of the shell, air cell, albumen and yolk and by development of the germ or blastoderm. With these quality factors, there must be considered the factor of flavor in determining edible quality. Flavor, however, is closely related to the condition of the other factors and as eggs are merchandized mostly in sound shells, it is impossible to make a close examination of flavor. It is generally assumed therefore that the flavor is satisfactory, unless the eggs show evidence of possessing abnormal flavor characteristics.

Size, color and weight are not indicative of edible quality in eggs. These factors however, may have considerable influence upon the market value of eggs, depending upon the particular preference which certain consumers may express. It is desirable therefore in packing eggs to employ these factors in sorting them, so that greater uniformity in size, color or weight may be obtained in each separate lot within the grade.

The important quality factors to be considered and given major consideration in establishing grades of eggs are shell, air cell, albumen, yolk and development of the germ. Therefore, it is proposed to establish standards for each of these quality factors and to base the grades upon these standards. Each grade would thereby represent a definite quality determined by the standards established for each quality factor.

Tentative U. S. Grades of Eggs

It is proposed to establish the following U. S. grades for edible eggs. Five grades for eggs of sound clean shells as follows:

(1) U. S. Specials; (2) U. S. Extras; (3) U. S. No. 1; (4) U. S. No. 2 and (5) U. S. Culls.

Two grades for eggs of sound dirty shells as follows:

(1) U. S. Dirties No. 1 and (2) U. S. Dirties No. 2, and one grade for eggs of cracked shells, viz. U. S. Checks.

The standard condition of each quality factor permitted or required in each grade with tolerance or percentage of eggs of a lower grade is clearly indicated in the following chart of tentative U. S. Grades.

Edson Brothers

Established 1885

**Butter, Cheese
Eggs and
Poultry**

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Philadelphia - Pennsylvania

We Buy and Sell Eggs

We are members of the Chicago
Clearing House

Wire us your orders to buy or sell butter
or eggs for spot or future delivery.

We are located at the center of Chicago's
Produce Market. We handle live poul-
try, also frozen poultry, and have the
largest trade in ice-packed poultry in
Chicago.

WE ARE ANXIOUS TO SERVE YOU
LET US DO IT

J.H. WHITE & CO.

955 Fulton Market
Chicago, Ill.

Telephone Monroe 2500

Chart of Tentative U. S. Grades of Eggs

U. S. Specials (a tolerance of 3% of U. S. Extras and 2% of U. S. No. 1 permitted). Shell, clean, sound and strong; air cell, localized, regular, 3-16 in. depth or less; yolk, dimly visible; white, firm and clear; germ, no development; size, uniform; color and weight, (as marked on the package).

U. S. Extras (a tolerance of 3 % of U. S. No. 1 and 2% of U. S. No. 2 permitted): Shell, sound and stain free; air cell, localized, well defined, regular, 5-16 in. depth or less; yolk, visible; white, firm and clear; germ, no development; size, reasonably uniform; color and weight, (as marked on the package).

U. S. No. 1 (a tolerance of 5% of U. S. No. 2 and 3% loss permitted): Shell, sound and stain free; air cell, localized, regular, 7-16 in. depth or less; yolk, visible but mobile; white, reasonably firm; germ, development not over $\frac{1}{4}$ in. diameter; size, variable; color and weight (as marked on package).

U. S. No. 2 (a tolerance of 5% "Culls" and 5% loss permitted): Shell, sound, few stained; air cell, may be bubbly, freely mobile and over 7-16 in. in depth; yolk, may be fairly heavy to heavy but must be mobile; white, may be weak and watery; germ, may be well developed but no blood showing; size, greatly variable; color and weight (as marked on the package).

U. S. Culls (a tolerance of 5% loss permitted): Eggs which are heavily shrunken, salted or chilled or weigh less than 20 ounces to the dozen shall be graded as U. S. Culls.

U. S. Dirties No. 1. Eggs which are of the quality of U. S. Extras or better but are stained or dirty of shell shall be graded as U. S. No. 1 Dirties.

U. S. Dirties No. 2. Eggs which are of the quality of U. S. No. 1 or lower but are stained or dirty of shell shall be graded as U. S. No. 2 Dirties.

U. S. Checks. Eggs which are slightly cracked but with the shell membrane unbroken and not leaking their contents shall be graded as U. S. Checks. (Eggs with slightly leaking contents shall be classed as Leakers. Those with contents flowing freely from shell shall be classed as smashed.)

Loss. Loss is defined to mean eggs which are inedible.

Grading and Inspection of Eggs Under the Proposed Tentative U. S. Grades

If the foregoing tentative U. S. Grades of Eggs were adopted for general use by country buyers and shippers, then the great bulk of the eggs arriving on the markets would conform to these grades. If packers and shippers of eggs were strict in their grading practices and packed their eggs to conform to the standards for each grade without tolerance, i. e. lower than the standard for the grade, and the eggs when packed were properly handled and promptly shipped to market, they should arrive on the market in such condition as to grade within the grade under which they were packed by the shipper. There would be no difficulty then in making inspections of eggs in the markets in accordance with the U. S. Tentative Egg Grades and when a larger percentage of the eggs were of a lower grade than that permitted by the tolerance, the actual percentage of eggs of each lower grade would be reported on the inspection certificate. The inspection certificate issued by an authorized egg inspector would show fully and completely, not only the general grade of the eggs but the actual percentage of eggs of each lower grade, the color and the average weight per case or per dozen. Thus the grading and inspection of eggs under the proposed Tentative U. S. Grades should be possible of accomplishment and productive of desired results in securing more efficient and economical marketing of eggs in the United States.

OFFICIAL INSPECTORS OF THE NATIONAL POULTRY, BUTTER AND EGG ASSOCIATION

Boston

Poultry—A. B. Carpenter, of C. R. Corwin & Co.
Butter—J. W. Berry, of J. R. Ellis & Son.
Eggs—B. C. Cummings, of Green & Co.

Buffalo

Poultry—W. A. Tuttle, 169 Scott St.
Butter—J. W. Lansing, of Gleason & Lansing.
Eggs—Chas. H. Hickman, 150 Michigan Ave.

Chicago

Poultry—C. B. Ford, 192 N. Clark St.
Butter—John N. Miller (C. H. Weaver & Co.), 67
W. South Water St., Chicago/
Butter—Frank Sweeney, 192 N. Clark St.

Cleveland

Eggs—Joseph Mendes, care Cottage Creamery Co.

Duluth

Poultry—N. F. Russell, care Bridgman-Russell Co.
Cheese and Butter—J. P. McDonald, 7th Ave. and
Railroad St.

Eggs—Ross Gatlin, care Armour & Co.

Minneapolis

Poultry—I. E. Meagher, 123 N. Sixth St.
Butter—John Walstrom, 121 N. Sixth St.
Eggs—Ross C. Morford, 71 Island Ave.

New York

Poultry—D. P. Boehm, of D. P. Boehm, Inc.
Butter—Geo. W. Connell, 6 Harrison St.
Eggs—Harry Bryan, of Bryan-Duval Co., 105
Hudson St.

Philadelphia

Poultry—G. W. Ellis, of T. T. Ellis & Son, 24-26
S. Water St.
Butter—C. M. Drake, of C. M. Drake Co., 19
S. Water St.
Eggs—Jacob F. Miller, of Bickel & Miller, 322 S.
Front St.

Omaha

Poultry, Butter and Egg Inspector—W. W. Bos-
worth, care Hurd Creamery Co., Council Bluffs,
Iowa.

Detroit

Poultry—Fred Schaffer, of F. J. Schaffer & Co.
Butter—W. R. Throop, of Harris & Throop.
Eggs—A. F. Thibodeau, of A. F. Thibodeau Co.

St. Louis

Poultry—Edw. Lynch, 807 N. 4th St.
Butter—A. A. Rehbein, 220 Market St.
Eggs—Geo. H. Broeder, 813 N. Third St.

HIGHER EGG RATES SUSPENDED

Mobile & Ohio Railroad Tariff No. 3180 names commodity rates on eggs, any quantity, applying between stations on the Mobile & Ohio Railroad. The rates are published on a distance scale basis. Supplement No. 2 to the tariff was published to become effective May 8, 1923. This supplement attempted to cancel the commodity distance rates for distances over 100 miles.

The Interstate Commerce Commission has suspended the supplement providing for the increased rates and therefore no change will be made in the existing rates until the Interstate Commerce Commission has investigated the matter. If the Commission finds that the advanced rates are not justified, the supplement providing for the increases will be cancelled.



Quick Get-a-away

THAT counts big in fattening birds. Start them to fattening the very first day and keep them going. That's the Purina way of rolling up big gains.

Greater Gains---Less Cost

By getting a quicker start, and by making birds show greater daily gains. Purina cuts the cost per pound of production.

"\$41.05 more profit from 574 birds."

"\$74.85 more profit from 1,735 birds."

"\$4,451.09 more profit from a season's run of 30,000 birds."

Week in and week out we receive reports showing such results from feeding Fatena in competition with home-mixed and other commercial rations. Write for complete information.

PURINA MILLS

Makers of Checkerboard Chows

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St. Louis, Mo.

Ft. Worth, Texas Nashville, Tenn
Buffalo, N. Y.

...

Ask about free Checkerboard
Caps for your feeders



FEATHERS

1,900,000 Pounds So Far This Year

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National Poultry, Butter and Egg Association
 Illinois Poultry and Egg Shippers Association
 Missouri Egg and Poultry Shippers Association
 Iowa Wholesale Egg, Butter and Poultry Dealers Assn.
 Minnesota Egg, Butter and Poultry Association

REFERENCE

National Poultry, Butter and Egg Association.

Back in 1910 we received shipments of feathers amounting approximately to 300,000 pounds.

In less than six months of 1923, we have received shipments of approximately one million, nine hundred thousand pounds.

This tremendous increase is the result of our giving 100 per cent satisfaction to every one of our shippers.

We are always ready to quote the highest market prices and stand by every quotation we make. There is no quibbling—no deductions are made—all shipments are paid for as soon as received.

Whether you are a local or a carload shipper, we will serve you just as faithfully.

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LIVE POULTRY CAR SUPPLY

Live Poultry Transit Company Promises Excellent Service

Live poultry shippers who have recently called at the Executive Offices of the National Poultry, Butter and Egg Association, see enormous crops of poultry which will have to be moved this season, and they all seem to be anxious as to the ability of the Live Poultry Transit Company to provide live poultry cars, bearing in mind their experiences of last year.

The question of the ability of the Live Poultry Transit Company to provide cars has been investigated through that company, and concerning the proposition, Waldo P. Johnson, Vice President, states that the company expects to have in operation for the flush of the shipping season, between 2,000 and 2,100 cars. That the company's building program for the year 1923 provides for the building and placing in service of 600 new all steel cars. These cars are being built in their own Chicago shops, and on June 1st they were 21 cars ahead of the building program. Unless something unforeseen occurs, these 600 cars will be completed and in service by October 15, 1923. In addition to this building program, the company is dismantling some 200 of the old wooden superstructure cars, and eliminating these 200 cars will leave a net increase of 400 cars in service over the number of cars which were in service last year.

Mr. Johnson further stated that the efficiency of poultry cars in 1923 showed a decrease of 37 per cent as compared with 1922. Since then, however, and particularly during the last two or three months, railroad conditions have greatly improved, and at the present time every indication points to further improvement. Continuing, Mr. Johnson stated: "Our statistics show that 40 per cent of the time, or four days in each ten, LPT cars are standing on sidings, either in process of loading or unloading."

Asked how shippers could co-operate with the Live Poultry Transit Company so as to secure best results, Mr. Johnson stated:

"Poultry shippers can greatly assist in improving the service by ordering only enough cars to actually take care of their requirements; by promptly loading and forwarding cars that are placed to protect their shipments; by placing a written order with their railroad agent at least a week ahead of the date the car is required for loading, and being particular, in each case, to specify the exact loading date, and by promptly forwarding to his office, a carbon copy of the order that has been placed with the railroad agent."

Mr. Johnson further observed that a great many shippers located at competitive railroad points order poultry cars from each road, and load the first car that is placed, permitting the cars on the other road or roads to remain idle for an indefinite length of time. He suggests that this practice be discontinued.

In commenting upon the situation generally, Mr. Johnson stated:

"I have every reason to believe that with anything like normal railroad service and fairly good co-operation from the shippers themselves, we will be able to give nearly, if not all together, 100 per cent service this year."

TOBACCO CO-OPS KICK ON EXPENSE, - ALSO SLOW PAY

By Scrutator

Clarksville, Tenn., June 6.—(Special.)—In this center of co-operative marketing of an export type of tobacco, the only domestic use of which is for snuff, some of the practical consequences of co-operative selling can be seen in bold relief.

Whoever tries to sell co-operation to farmers by intimating or even hinting that its gains are to be attained mainly by taking something away from the other fellow, is bound to disappointment. When the farmer assumes the direction of the distribution of his products, he also assumes the inevitable expenses of distribution. This is a truism, but some of them evidently had never thought of it that way. And for that reason a certain amount of discontent and some rebellion is evident among the tobacco growers, although the great majority appear to be satisfied to date.

One of the most noticeable thing about the dark tobacco growers' pool is that the management of its grading and selling activities is in the hands of the same individuals who prospered under the former system of unorganized competitive buying and selling. It is also noticeable that the salaries of these men are not small. Why should they be? They made money as middlemen; they won't function as co-operative managers unless they are paid.

The tobacco growers' organization in this country numbers 57,000, its friends claim. It has received of the crop grown last year, 150,000,000 pounds, and sold 110,000,000 according to the same claims. Its enemies and rebels within the ranks deny the number and assert that its pay roll will amount to \$300,000 a year. The general manager gets a salary of \$25,000 a year, but probably made as much or more as a middleman. Graders draw \$10,000 and there are \$15,000 salaries, it is asserted.

What all these figures seem to mean is simply that the farmer in taking over the distribution of his product also took over the necessary expense. If he doesn't like it he can revert to the old system.

Certainly prices are high. The estimate of non-partisans who do not grow tobacco is that the association is responsible for an increase of from 5 to 7 cents a pound over last year's figures. Prices range from about 5 cents for trash to over 40 cents for selected leaf. Compared to pre-war prices these figures look like a flock of skyscrapers.

Farmers in this country on such a price basis are bound to be prosperous. But they haven't got the money yet. Their advance from the co-operative treasury amounts to over 30 per cent of the value of their crops to date. They have had only one payment. They are due to receive three, the last to be made when the crop is all sold or the amount of the carry over is determined and it is computed what it is going to cost in warehousing, insurance, etc., to store it until next year.

The cost of the carry over must be paid by the farmer under the co-operative system. Formerly a large part of this fell on the middleman. This same thing is true in the cotton regions and delays payments for the full value of the crops.

Hence the discontent among some members, who want their money now. The independent auction

PROMPTNESS

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WORKMAN'S COMPENSATION INSURANCE
LIABILITY AND AUTOMOBILE INSURANCE



Members
National
Poultry
Butter & Egg
Association

houses, selling nonassociation tobacco, are doing a big business, and it is asserted that some members, impatient with the co-operative processes, have sold outside. Whether this is true or not, the spectacle of nonmembers coming home with fat checks at top prices for all their crops does not contribute to the pleasure of the co-operator, who has received only 30 per cent and must wait for the balance.

Like other things, co-operation calls for self-denial and restraint on the part of its pioneers, but if they exhibit these qualities they can probably put it across in tobacco. Like the raisin growers of California, however, the tobacco growers of Kentucky and Tennessee run into a flood of new tobacco raised in marginal growing areas in increasing quantity as they force prices upward. Old Supply and Demand still work.—Chicago Daily Tribune, June 7, 1923.

AUTOMOBILE INSURANCE

By Sedgwick S. Vastine

Among the 'extras' which go with the ownership of an automobile is Insurance.

The automobile owner who would have complete protection should insure against his liability for damages growing out of accidents which cause injuries to persons—also for damages to the property of others caused by collision, etc. The car itself should be covered against loss by fire or explosion, damage by collision with another object or another car, and theft.

Injury to Persons

Few people realize how far-reaching their liability for damages on account of personal injury may be. There have been a number of court decisions giving judgment for \$25,000 and over, on account of the injury to one person. When one considers the length of time it takes for a damage suit to come to trial and go through the courts, and that a minor has until two years after he becomes of age to begin suit, it is inconceivable how anyone will be interested in a policy of insurance that is not backed by a well established company with sufficient assets to make it reasonably certain that the company will be in business when the time for payment of the claim arrives.

The insurance clause of a liability policy not only agrees to indemnify the insured for the amount of damages, but to pay for first medical aid and to defend any suit (even if a groundless one) which may be brought for an injury or one that the owner of the automobile is supposed to be responsible for.

The writer has a client who received notice of a suit being filed against him for damages in the amount of \$10,000 on the last day of the two-year limit in which suit could be brought. This client was not even the owner of the car, and the only excuse for endeavoring to make him liable was that the driver of the vehicle had previously been an employee of his. Being financially irresponsible, the plaintiff filed suit against the client in hopes of securing something by way of compromise.

Property Damage

Property damage insurance covers only the legal liability of the owner for the damage done to the property of others by collision. It is not an agreement to pay the costs of making repairs or replacements, unless, after investigation, it is determined that the insured owner of the car was at fault.

Fire, Theft and Collision

Fire, theft and collision insurance covers the car for the loss actually sustained from any of these causes in an amount not exceeding the sum insured.

The insurance company has the option of replacing the automobile or the parts which may have been destroyed, with property of like kind and quality, if it so desires, though it always prefers to agree upon the amount and make settlement in cash.

The companies are again writing theft insurance for the same amount as is carried against loss by fire and for an additional premium, will cover spare tires and equipment.

Collision insurance can be written covering any loss, no matter how small, but the most economical form is that whereby the owner stands the first \$50 of any loss by collision.

Insurance Broker

Automobile insurance, like every other branch of insurance, should be placed through an agent or broker who devotes his entire time to the insurance business and who is skilled in all its branches. Such a broker is prepared to render a real service; he will make a survey of the insured's business and determine exactly what risks the insured is prepared to carry himself and what risks should be insured against; he will select only those insurance companies which are known for stability, honesty and fair dealing, and he will see to it that the policies, when written, cover the insured to the extent of the insured's requirements.

In the event of loss, the broker must have sufficient *standing* with the companies with whom he insures to procure prompt and satisfactory settlements.

In a word, the owner who would have satisfactory automobile insurance need only to use care in the selection of his broker and the balance will take care of itself.

CHECKING UP THE RAILROADS

Every dealer, shipper or receiver of poultry, butter, eggs, cheese or any product for that matter, whose business calls for the use of common carrier service, outstanding of which is provided by railroads, has an interest to protect which, in many instances, indifference, neglect or lack of appreciation of, is most costly. That statement should not be construed as inferring that the railroads with intent take advantage of shippers, but it is a well known fact among traffic men that overcharges are most common in the produce trade.

Freight rates are at the best a very complicated proposition and those dealers who think the rates can be checked by the average general bookkeeper or clerk are oftentimes letting amazing amounts slip through their fingers because of laxness in having their freight bills checked by expert traffic workers. Thousands of dollars have been handed the carriers unknowingly because an erroneous rate basis has been applied or shipments have incorrectly been routed, inaccurately iced or a hundred and one other things that enter into freight charges. It often happens that a shipper checks his freight bills on the original basis applied by some agent and pays that rate for years without ever investigating to determine if the original rate was correct.

Practically all up-to-the-minute shippers employ traffic men to protect their interests in this respect. There are agencies making a specialty of dairy and poultry traffic at very reasonable rates. No matter who is selected to take care of this matter, the main point is SHIPPERS SHOULD NOT BE WITHOUT IT.—Geo. Caven, Editor, Chicago Dairy Produce.

PITTSBURGH

The greatest industrial city in the world. Iron and glass the chief products. Population of the community over 1,000,000.

The Iron City Produce Company, Inc., is one of the agencies through which this vast population obtain their food supplies. Shippers of farm produce receive through this firm the best and most prompt returns for consignments of

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CHICAGO, JUNE, 1923

THE FABLE OF THE BEE

Said a wise old bee at the close of the day, "This colony business doesn't pay. I put my honey in that old hive that others may eat and live and thrive, and I do more work in a day, by gee, than some of the other fellows do in three. I toil and worry and save and hoard, and all I get is my room and board. It's me for a hive I can run myself and me for the sweets of hard-earned pelf."

So, the old bee flew to a meadow lone and started a business of his own. He gave no thought to the buzzing clan, but, all intent on his selfish plan, he lived the life of a hermit free. "Ah, this is great," said the wise old bee. But the summer waned and the days grew drear, and the lone bee wailed as he dropped a tear; for the varmints gobbled his little store and his wax played out and his heart was sore, so he winged his way to the old home band, and took his meals at the Helping Hand.

Alone our work is of little worth; together we are the lords of earth; so it's all for each and it's each for all—united stand, or divided fall.—Exchange.

CHECKING UP THE RAILROADS

In this issue of the "Bulletin," an editorial by George Caven, Editor of the Chicago Dairy Produce, is reproduced.

The demand of the individual in the poultry, butter, egg and cheese industry, for intensive traffic service, is perhaps greater than the demand of the individual in most any other industry, and it was in answer to this demand that the Executive Committee of the National Poultry, Butter and Egg Association created the Traffic Service Department, which is available to member of the Association, only.

The Traffic Service Department of the Association does more than "check up" the railroads for errors. In addition to checking freight bills, it will, on request, make a survey of the subscriber's business. It will point out the advantages or disadvantages of his business location in the territory in which he concentrates, and will make a like survey in the territory in which he is accustomed to distribute. These surveys are growing of more and more importance as the demand for efficient and economical distribution increases. The demand, too, arises from the fact that the distribution machinery is rapidly undergoing changes and the wide-awake individual must keep step with these changes or fall by the wayside.

For another reason the individual needs intensive traffic service: The present day tendency is to consider transportation "as a whole," and, being so considered, the rights of the individual are being more and more restricted. To overcome this tendency, the individual must have some agency which is capable of taking his problems from the "entire fabric" and placing them where they belong. That this is perfectly logical is demonstrated by the carriers themselves. For example, the Consolidated Classification contains the rates, rules and regulations which cover the transportation of some five or six thousand commodities over the rails of the carriers which are subject to that classification. It frequently happens that the general rules will not fit the conditions which prevail with one certain carrier. In such a case, the classification will contain an exception concerning this particular carrier, and this carrier, in its own tariffs, will carry the rates, rules and regulations under which it will carry the commodity excepted to.

It is the aim of the Traffic Service Department of the Association to have its subscribers considered as individuals in all of their individual traffic enterprises.

Concerning Traffic Service, George Caven truly says, "SHIPPERS SHOULD NOT BE WITHOUT IT."

THE NATIONAL WHEAT CONFERENCE

President Henry Pfeiffer, on the invitation of Governor Preus, of Minnesota, will attend the National Wheat Conference to be held in Chicago on June 19 and 20, as the representative of the National Poultry, Butter and Egg Association.

As disclosed by the call for the conference, "a fair price for the wheat crop means purchasing power to the farmer, smoking chimneys for American factories and a full dinner pail for American workers."

Members of the National Poultry, Butter and Egg Association are as vitally interested in creating a profitable market for wheat as are the wheat growers themselves, for a full dinner pail always means Bread, Butter and—EGGS!

COMPETITION ANOTHER WORD FOR SERVICE

The Pennsylvania and Baltimore & Ohio Railroad Companies are competing for the passenger traffic between Chicago and Washington.

For a long time the Pennsylvania enjoyed the edge on this business to the extent of being able to charge and secure an extra fare. Then the B. & O. cut in with a fast train, without extra fare. Competition became keen under this arrangement and both companies made many friends and partisans.

Both companies now announce the installation of new all-Pullman trains, both leaving Chicago at one o'clock in the afternoon, and both due to arrive at Washington at nine o'clock the following morning, and no extra fares.

Not that we ever expect to see the consolidation of the Pennsylvania and Baltimore & Ohio systems, but we are wondering whether, if the railway systems of the country are to be consolidated into twenty systems, whether we could hope to see such competition, based entirely upon service. We believe not, and bearing in mind that this industry, as much as any other in the country, demands and requires service in the way of refrigerator cars and fast schedules, we must begin to "line up" for or against consolidation.

Right now the transportation question in general is a political one, and for that reason we must lineup, but the time is almost ripe for the politician to stand aside and give way to the economist.

ONLY A FLAT TIRE

George Caven, editor of Chicago Dairy Produce, in his editorial entitled "Where We Are Lame," says: "This trade has not reached the place where it acts as a whole for trade interests."

This is only too true, and with it in mind, the trade may be likened to a powerful automobile, in good running condition, with plenty of gas, a good driver, good roads and a flat tire, with a "spare" on the rear end. All that the trade needs to do is to take off that flat tire, throw it in the junk pile, adjust the "spare" and go forward.

The flat tires in this industry must be disregarded, and the "spares" brought into active organization work; till this is done the industry cannot hope to function to the satisfaction of the public nor to the satisfaction of those in it.

APROPOS UNIFORM U. S. STANDARDS

"For who knows sin as the sinners know it?

"The thorny path, who best can show it?

"The ones, I wonder, who never wander?—

"Or you and I, who have been out yonder?

"Who knows the sea, what storms prevailed it?—

"The man ashore, or the man who sailed it?"

* * * *

Just where the above stanza came from and the name of the author, the Editor is unable to state. He does not know what goes before nor what comes after, but it is clear that the author, whoever he was, had a confidence in human nature and experience that it is not shared by those who believe that government must control the business conscience.

The man who sails the "egg" sea knows more about the storms that prevail it than the land lubber, and he is the man to create standards.

LIVE POULTRY CARS

The Live Poultry Transit Company will have some 2,000 L. P. T. cars in operation to move the season's live poultry crop, which promises to be enormous.

These 2,000 cars will have to cover a wide range of territory and will have to move with great facility to answer the demands of shippers.

Shippers can aid in the movement materially if they will co-operate along the lines indicated by Mr. Johnson in an article which appears on another page of this issue of the 'Bulletin.'

Particular attention is drawn to the following: Shippers should place "a written order with their railroad agents at least a week ahead of the date the car is required for loading * * *" and promptly forward "a carbon copy of the order" to the office of the Live Poultry Transit Company, 431 South Dearborn Street, Chicago.

CREPE FOR DAIRY AND POULTRY IN UTAH

Cold Storage Legislation Actively Before Legislature

The Legislature of the State of Utah is considering House Bill 65 which is a "Bill relating to cold storage of foods." By its terms the Bill would regulate the sale of foods which have been in a cold storage warehouse thirty days or more and when offered for sale such foods would have to be plainly and conspicuously marked "COLD STORAGE GOODS," or as J. A. Walker would say "the State of Utah has it in mind to place a badge of crepe on the Dairy and Poultry industries of the State."

Before passing this Bill, the Legislature of the State of Utah is respectfully referred to "Hearings before the Committee on Agriculture of the House of Representatives, Sixty-Seventh Congress," of June 14, 15, 16 and 24, 1921.

Members of the Legislature should read, particularly, the statement of Mr. J. A. Walker, commencing on page 106 and for general information on the subject the entire "hearing" is recommended.

NOTICE TO ADVERTISERS

The Postal Department says that in about 50 per cent of all advertisements which appear in newspapers and periodicals, the advertisers fail to show the STREET and NUMBER in their advertised addresses; that this failure leads to delay in delivering the mail of inquirers which the advertisement brings about, and in many instances such mail is returned to the inquirers or lost.

The Postal Department suggests that all advertisers be particular to show STREET and NUMBER in all advertisements, in addition to the name of the city.

WHO WILL PAY THE TAXES?

Seven thousand miles of railways in Szechoslovakia, under government ownership, require 176,000 employes or about 25 employes for each mile; America has about 234,400 miles of railways, with about 1,619,000 employes or about 7 employes to the mile.

Under Government ownership in America it can be figured that it will take several times as many political pets to operate the railroads as it does railroad men under private ownership.

Merchants Refrigerating Company

Unequaled facilities for the storage of

All kinds of Perishable Food Products

Warehouses of modern construction, low insurance, unexcelled locations and superior service

New York—17th Street and 10th Avenue. Warehouse in the West Washington Market District, on tracks of the New York Central Railroad.

Downtown Warehouses in the heart of the Produce Trade, convenient to all Railroad Terminals and Piers.

Jersey City—Warehouses have track connections with all Freight Lines

Newark —Warehouse adjacent to the Wholesale Market center.

Main Office: 161 Chambers St., New York, N. Y.

We are now permanently located in Our New Modern up-to-date Produce House at

1122-24 Fulton Market

Where we are fully equipped to handle

POULTRY—BUTTER—EGGS

THE PETER FOX SONS CO.

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Holland Butter Co.

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CHICAGO, ILL.

RECEIVERS—DISTRIBUTORS

Butter—Eggs—Cheese

Correspondence
Solicited

References: National Bank, of Commerce,
Chicago; Dun's and Bradstreet's

(Continued from Page 17)

were not reduced, the reduction equaled 3.4 cents per hour. Had these rates been in effect in the first six months of 1922, operating expenses would have been about 60 millions less.

The shopmen's strike of July 1, 1922, was expensive for the railroads aside from the loss of traffic. Their reports show the quantity of fuel used, the train wages and locomotives supplies per train mile were 5% to 20% higher during the strike-affected months than in the months immediately preceding the strike, this situation arising from operating difficulties due to the lack of and the poor condition of locomotives. A careful review of the reports indicates that an added cost of at least 30 millions resulted. The reports also show substantially higher equipment maintenance costs for the strike-affected months than for the corresponding months of 1921 when the wage rates were higher.

During the strike period 21% of the compensation of shopmen was from overtime at time-and-one-half rates, as compared with a normal ratio of 2.6%. As a result the railroads received but little benefit from the wage reduction of July 1st, 1922, and suffered from the inefficiency of the men substituted for the striking employees. Equated to the same wage level, it appears that approximately 50 millions more money was spent for equipment maintenance during July to October, 1922, than in the corresponding months of 1921, and about the same amount of work done. More than 20 millions were expended during the strike-affected months for additional police protection and watchmen. The sum total of these estimates is 100 millions, reflecting roughly the minimum cost of the strike to the railroads.

As far as available information indicates, there was more equipment maintenance work performed in the year 1922 than in 1921. The same statement applies to maintenance of way. This conclusion is arrived at after comparing maintenance charges for the eleven months ending with November 1922 with 1921 adjusted to the same wage level.

The Coal Strike

Aside from the loss of traffic, the main effect of the coal strike on the railroads was to increase the cost of the coal used. During the period June to October 1922 the average price of railroad coal was 90 cents per ton higher than immediately prior to April 1st. The 90 cents applied to the tons of coal consumed in that period indicates an added cost to the railroads of 50 millions. The price was still somewhat inflated in November and December. Increased coal production will operate to reduce prices near the level prevailing prior to the strike.

Estimated Net Income for 1923

The net effect of the foregoing considerations are measured in the following table: (Class I roads.)

Net railway operating income for the year 1922.	\$ 775,000,000
Less—Adjustment of freight revenue for January to June to present rate level.	150,000,000
Balance	\$ 625,000,000
Add—Net revenue from 10% increase in traffic in 1923	285,000,000
Adjustment of wages for January to June, 1922, to present level	60,000,000
Cost of Shopmen's strike	100,000,000
Excess cost of coal due to coal strike	50,000,000

Estimated net railway operating income for 1923	\$ 1,120,000,000
Tentative value of railroad property	\$19,000,000,000
Rate of return	5.9%

With a net income of 1.12 billions in 1923 the Class I railroads as a whole will earn a substantial sum in

excess of present dividends. This is indicated by the following table. (The items shown are partly based on the Interstate Commerce Commission statistical report for 1920 adjusted to 1923 conditions. Rentals for leased lines excluded. Interest charge and dividends of leased lines included.)

Estimated net railway operating income, 1923	\$1,120,000,000
Non-operating income (interest and dividends on securities owned, miscellaneous rents, etc.)	213,000,000
Gross income	\$1,333,000,000
Interest and miscellaneous deductions	620,000,000
Available for dividends, appropriations and surplus	\$ 713,000,000
Dividends (estimated on 1920 basis)	330,000,000
Surplus after dividends	\$ 383,000,000

In 1920 there was approximately 8.9 billions of stock outstanding represented by the above income account. The amount *available* for dividends, appropriations and surplus for 1923 as above estimated is equal to 8.0%, and the dividends *allowed* for equal to 3.7% on this stock. In 1920, only 57.3% of the outstanding stock paid dividends, the average rate being 6.5%.

The railroads as a whole are entitled to a fair return on value. Their value as set by the Commission is somewhat higher than their capitalization. If the rate earned on value approximates 5.75% (the "fair return" established by the Commission) then, after deducting bond interest at its average rate of 4.5%, there is left a balance for stock approximating 8%. With railroad earnings on this basis, credit would be firmly established, necessary improvements could be made as needed, and the country would receive a much improved transportation service.

Recapture of Railroad Earnings by the Government

Under the Transportation Act—1920, roads earning in excess of 6% on value are required to pay one-half of the excess to a contingent fund held and administered by the Interstate Commerce Commission. This fund is used in making loans to individual railroads for capital purposes at 6% interest, the borrowing road being required to furnish proper security, and to satisfy the Commission of its ability to pay the interest charges and to repay the loan at the time set. There were a number of railroads which had excess earnings in 1921 and 1922 when earnings were generally low. When the railroads as a whole earn a "fair return," as they will in 1923 there will be a large sum "recaptured" from the more prosperous ones. For the country as a whole the amount recaptured should be at least 50 millions, which would have the effect of reducing the rate of return upon value by about .25%.

If this provision of the Transportation Act is finally upheld by the Supreme Court, it will have an embarrassing effect upon certain high dividend paying roads, but will not disturb the credit of these roads, nor of roads generally.

Conclusion

The foregoing analysis indicates that dividends should be earned by a substantial margin in 1923, excelling in this respect the showing of any year in railroad history with the possible exception of 1916. A study of the reports of the individual roads will give indications of the roads which will receive the greater benefit from this situation. The conclusion is clear that railroad securities today offer far better prospects than for several years, and those of certain standard rails at present market prices are unquestionably sound permanent investments.

Why Not Insure Yourself Against Shipping Losses?

You have on hand today, ready for shipment to one of the big markets, a car of eggs.

But many things may happen before that car arrives at the point where you intend to dispose of it. Instead of going up, or even remaining where it is, the price of eggs may decline before your car gets to market, leaving you to face a loss.

Now, there is a way for you to insure yourself against such loss. It is by the simple process of Hedging. And Hedging is the one thing that takes the speculative element *out* of the business of buying and selling perishable products like butter and eggs, with their widely changeable prices due to the fact that they *are* perishable.

*THE ABOVE IS AN EXTRACT FROM
THE BOOKLET ON HEDGING PUBLISHED BY THE CLEARING HOUSE
EDUCATIONAL BUREAU OF THE
CHICAGO MERCANTILE EXCHANGE*

Study Hedging
your shipments.
Send for the
booklet—HEDG-
ING. It is free.

Chicago Mercantile Exchange

Lake and La Salle Streets
CHICAGO

SHIPPER'S LOAD AND COUNT

Practice of Express Company in Marking S. L. & C. on Bills of Lading Upheld by I. C. C.

In July, 1921, the San Francisco Wholesale Dairy Produce Exchange filed a formal complaint before the Interstate Commerce Commission, in which it was alleged that the practice of the Express Company in noting the words "Shipper's Load and Count" on receipts for carload shipments of eggs, butter, cheese and dressed poultry was unreasonable, and that the express rates on the commodities named from California to eastern cities was excessive.

Complainant asked the Commission to require the issuance of unqualified or "clean" receipts, and to prescribe reasonable rates for the future.

The recent report and order of the Commission in this case is reproduced below in full:

No. 12912

San Francisco Wholesale Dairy Produce Exchange v. American Railway Express Company.

Submitted July 7, 1922. Decided April 27, 1923

1. Defendant's practice of noting "shipper's load and count" on receipts for carload shipments of eggs, butter, cheese, and dressed poultry found not unreasonable.
 2. Express rates on the commodities named, in carloads, from San Francisco, Calif., and points taking the same rates, to Chicago, Ill., Philadelphia, Pa., New York, N. Y., and Boston, Mass., and points taking the same rates, found not unreasonable. Complaint dismissed.
- G. H. Baker and B. F. McKibben for complainant.
H. S. Marx and Alfred Sutro for defendant.

Report of the Commission

"Division 2, Commissioners Daniels, Esch, and Campbell.
Daniels, Commissioner:

"Exceptions were filed by complainant to the report proposed by the examiner.

"Complainant, an incorporated organization composed principally of wholesale jobbers and shippers of dairy products, by complaint filed June 16, 1921, as amended, attacks as unreasonable (1) defendant's failure and refusal to issue unqualified or "clean" receipts for carload shipments of eggs, butter, cheese, and dressed poultry, hereinafter termed dairy products, and (2) defendant's rates on these commodities, in carloads, from San Francisco and points taking the same rates, including approximately all points in California north of Mojave and Santa Barbara, to Chicago, Ill., Philadelphia, Pa., New York, N. Y., and Boston, Mass., and points taking the same rates. We are asked to require the issuance of unqualified receipts in lieu of 'shipper's load and count' receipts as at present issued, and to prescribe reasonable rates for the future. Rates are stated herein in amounts per 100 pounds.

"Complainant's evidence relates principally to the movement of eggs, of which California ships from 40 to 50 per cent of its production, and which constitute the bulk of the shipments by complainant's members. Only a small percentage of these is shipped by express; and New York is the principal market.

"Defendant's practice of issuing 'shipper's load and count' for shortages, and imposed upon defendant the burden of 1918. Prior to that date the express companies in some instances issued unqualified receipts, when requested. The complaint against the present practice is based principally upon the theory that the issuance of unqualified receipts would eliminate the alleged trouble and expense to which shippers are subjected in connection with claims for shortage. Such issuance would relieve shippers of responsibility to consignees for shortages, and impose upon defendant the burden of proving that the billed number of packages was not loaded. Reference is also made to the possibility of the qualified receipts serving consignees as an excuse for refusing to honor drafts, in case of a declining market; but no instance where this had been done was cited.

"The issuance of unqualified receipts would necessitate the counting of the contents of each car by defendant, and much of the evidence is devoted to the method of loading and to the feasibility and expense to defendant of counting the shipments. Eggs shipped by complainant's members are packed in boxes, or cases, of uniform size, which are loaded in seven or eight rows running the length of the car, and four tiers high. Considerable space is allowed between the top of the

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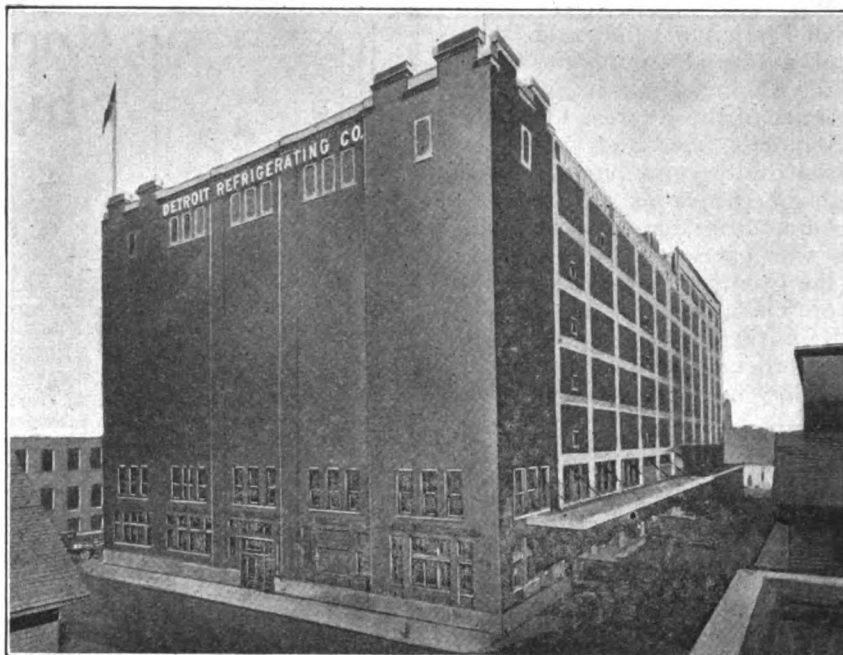
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load and the roof of the car; and in cold weather the load is covered with several inches of straw as a protection against freezing. Complainant contends that it is easy to compute the number of cases in a car by multiplying the number of top rows by the number of boxes in each row and the result by the number of tiers; and that the straw used in winter would not interfere with such computation. This would not, as defendant points out, guard against possible or intentional deceptions, nor is it shown to be practicable. A shipment might appear to be solid from an examination of the top and yet be spaced underneath so as to contain fewer packages than the exterior appearance indicated. The record justifies the conclusion that absolute accuracy could be assured only by checking the packages as they are loaded into the car. This would necessitate the presence of a representative of defendant during the entire period of loading, which sometimes covers more than one day. Several methods of loading eggs are mentioned, and although complainant's members employ the method described above it is not probable that all shippers load in the same manner. Butter and dressed poultry, like eggs, are packed in boxes of uniform size.

"Defendant estimates that the expense of providing additional employees to perform checking would greatly exceed \$25,000 per annum in its western department, comprising the 11 States west of the Rocky Mountains. Cars are frequently loaded on private or other spur tracks some distance from defendant's offices or stations, for the convenience of shippers, and sometimes they are left partially loaded over night. In the latter case, defendant might have to provide a guard for the car.

"With respect to the question of claims, complainant's members shipped by express, during the period from May 1, 1918, to October 1, 1921, 580 cars of eggs and 81 cars of other dairy products, on which 15 claims for shortage were filed. Of these, 7 were paid in full, 3 were paid with minor deductions, and 5 were declined. In the last 5 instances the cars arrived at destination with original seals unbroken, indicating a probable error of count by the shipper.

"Complainant refers to the general practice of the Santa Fe and Southern Pacific of issuing unqualified receipts for dairy products and other commodities, the common practice being to count the packages after the cars are loaded. It also introduced a copy of an order of the Railroad Commission of California, entered in 1914, directing railroads, when requested, to issue unqualified receipts, subject to the limitation that the shipper shall bear the expense of checking at non-agency stations. The bills of lading act, 39 Stat. L., 538, authorizes common carriers to insert in bills of lading the words 'shipper's weight, load, and count,' or other words of like import, to indicate that the goods were loaded by the shipper and the description made by him; and if such notation be true the carrier is absolved from liability for damages caused by improper loading, or by the nonreceipt or misdescription of the goods. In several cases we have declined to condemn the carriers' practice of issuing 'shipper's load and count' bills of lading. *Louisiana State Rice Milling Co. v. M. L. & T. R. R. & S. S. Co.*, 34 I. C. C., 511; *Western Classification case*, 25 I. C. C. 442; *Ponchatoula Farmers Assn v. I. C. R. R. Co.*, 19 I. C. C. 513. If defendant were required to issue unqualified receipts for dairy products, it is reasonable to assume that shippers of other commodities would demand and be entitled to similar treatment. See *Louisiana State Rice Milling Co. v. M. L. & T. R. R. & S. S. Co.*, supra. The present complaint and record are limited in scope both as to territories of origin and destination and as to commodities, and do not warrant a finding of such possible far-reaching effect.

"The evidence upon the question of reasonableness of the rates is meager and of a general character. This feature of the complaint is based principally upon the fact that express rates have been subjected to several general increases since July 1, 1918; changes in conditions since those increases were made; and upon the further fact that the increases on dairy products were greater than on some other commodities. It would appear, however, from complainant's representation that since July 1, 1918, the percentage increase in express rates has been 41.75 per cent to New York, and 42.3 per cent to Chicago.

"Among the more important factors which determine whether shipments of dairy products will move by express or freight are market conditions, the element of time, and the difference between the express and freight rates. Of these, the first named appears to be the most important. For instance, if a decline in the price of eggs is expected in the East exceeding the difference between the express and the freight rates, shipments are forwarded by express. The principal movement of eggs by express takes place in January, February, and March, when the market is highest, and the record indicates that during that period expedited service is of great

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advantage to shippers. The testimony mentions recent losses sustained by some of complainant's members, but this was due not only to the level of the express rates but also to the heavy production of California eggs and a consequent decline in the market.

"The rate on eggs from San Francisco to New York, Philadelphia, and Boston was \$4 for some years prior to July 25, 1918. It was increased 10 per cent, or to \$4.40, on that date; to \$4.50 on January 1, 1919; to \$5.06 on September 1, 1920; and to \$5.67, the present rate, on October 13, 1920. The last two increases were authorized in Express Rates, 1920, 58 I. C. C., 281; 58 I. C. C., 707. Complainant suggests that a reasonable rate under existing conditions should not exceed the rate of \$4.50 which became effective January 1, 1919, basing its prayer largely upon changes in values, prices, and business conditions. Comparison is made with the rates on fish, fruits, and vegetables, which are somewhat lower than those on dairy products, the present rate to New York being \$4.28, as compared with the rate of \$5.67 on dairy products. Fruits and vegetables are of much less value and move in greater volume than dairy products. Values per car of eggs, as declared by shippers on express receipts of record, range from \$6,800 to \$9,986. The percentage increases resulted in greater increases, in cents per 100 pounds, on dairy products than on fish, fruits, and vegetables, but this was due to the fact that the former rates were originally higher than the latter, and does not of itself establish the unreasonableness of the former. The rates here considered were increased on the different dates indicated, along with all other express rates. The present record does not warrant the conclusion that they should be treated as an exception at this time and reduced upon the general grounds assigned by complainant. The finding herein with reference to the rates is subject to any conclusion reached in the General Express Investigation, Docket No. 13930.

"We find that the practice and the rates assailed are not unreasonable. The complaint will be dismissed.

"This case being at issue upon complaint and answer on file, and having been duly heard and submitted by the parties, and full investigation of the matters and things involved having been had, and said division having, on the date hereof, made and filed a report containing its findings of fact and conclusions thereon, which said report is hereby referred to and made a part hereof:

"It is ordered, That the complaint in this proceeding be, and it is hereby, dismissed.

"By the commission, division 2."

GEORGE B. MCGINTY,
Secretary.

INCREASED BUTTER AND CHEESE OUTPUT SHOWN

Increased production of about 100,000,000 pounds of creamery butter and an increase of 14,000,000 pounds of cheese produced in the United States last year as compared with 1921 are indicated in reports received by the United States Department of Agriculture. Production of 1,153,515,000 pounds of creamery butter as compared with 1,055,000,000 pounds in 1921 and with 863,577,000 pounds in 1920 is reported. Production of cheese is placed at 370,000,000 pounds compared with 356,000,000 pounds in 1921 and with 362,000,000 pounds in 1920.

Increased production of ice cream is also shown. The department reports production from 2,673 factories of 161,000,000 gallons last year as compared with 148,000,000 gallons from 2,642 factories in 1921, and with 148,000,000 gallons from 2,427 factories in 1920. Oleomargarine production fell to 185,000,000 pounds last year as compared with 212,000,000 pounds in 1921 and with 370,000,000 pounds in 1920. The output of condensed and evaporated milk was 1,431,000,000 pounds compared with 1,454,000,000 pounds in 1921 and with 1,578,000,000 pounds in 1920.

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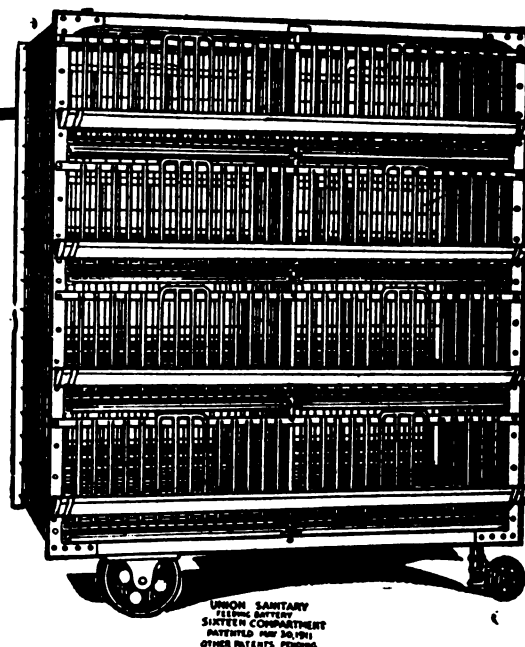
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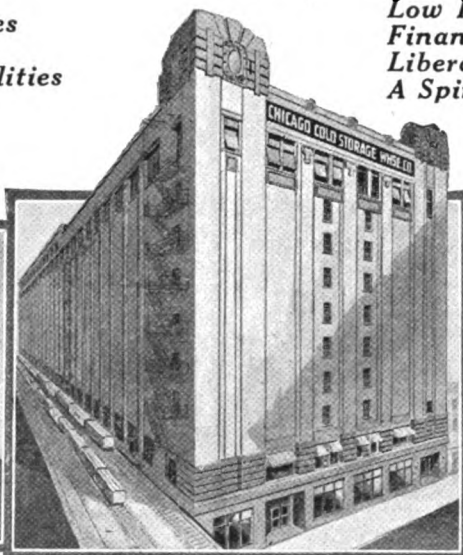
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VALUE OF FARM PRODUCTS UP TWO BILLIONS IN 1922

Farm production in 1922 had a gross farm value of \$14,310,000,000, according to estimates released today by the United States Department of Agriculture. The gross value of farm products in 1921 was \$12,402,000,000.

The total for 1922 is made up of \$8,961,000,000 for crops, and \$5,349,000,000 and animal products. In 1921 crops were valued at \$6,930,000,000 and animal products at \$5,468,000,000.

In publishing these estimates the department states that some duplications occur in the crop and animal products estimates to the extent of the use of crops to ascertained.

Crop prices increased except in the case of nearly all fruits, beets, clover seed, rye, potatoes, sweet potatoes, and some other vegetables. Prices of animal products generally declined, including prices of veals, milk cows, and other cattle raised, horses and mules, all dairy produce animal products. This quantity has not been products, eggs, and poultry except turkeys. Prices of sheep, lambs and swine increased; wool prices were nearly doubled.

A ten-years' study of production and prices shows that the crop value in 1922 was 46 per cent higher than in 1913. The peak was reached in 1919 with a crop value 152 per cent higher than in 1913. In 1920 crop prices were only 78 per cent above 1913, and in 1921 only 13 per cent above 1913. Despite the increase in 1922 the department points out that the crop value is still lower than in any year since 1915, with the exception of 1921.

Animal products values lagged behind crop values during the ten-year period and show less fluctuation. The peak was reached in 1919 when an increase of 125 per cent over 1913 was shown. The subsequent decline in values of animal products was less precipitous than in the case of crop values, but the 1922 figure shows an increase of only 44 per cent above 1913 as compared with an increase of 46 per cent in crop value.

The purchasing power of the 1922 crop values in terms of other products was 89.9 as compared with 100 in 1913. The purchasing power of the 1921 crop value is placed at 70.3 as compared with 100 in 1913. The purchasing power of animal products in 1922 was 88.5, and in 1921 it was 91.5 using 100 in 1913 as a base in both instances.

Although the purchasing power of crops and animal products took almost divergent courses in some years since 1913, they came almost together in 1922, it is pointed out.

NEW EGG RULES

Consolidated Classification Committee Ready to Publish Revised Egg Packing, Loading, Delivery and Inspection Rules

Growing out of the hearing of last January before the Consolidated Classification Committee, the Committee has revised the present Egg Packing, Loading, Delivery and Inspection Rules and the revision will be published to take effect in the year 1924, cancelling out the present rules and regulations.

Just as soon as the proposed revision is ready for distribution the members of the 'National' will be advised.

Look for a special bulletin on this subject in the near future.

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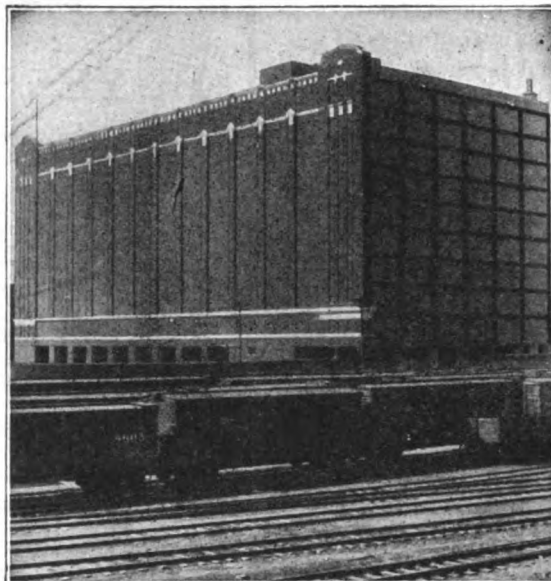
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WASHINGTON FOR WORLD'S DAIRY CONGRESS

The World's Dairy Congress, at which President Harding has invited the official representatives of all nations to confer on means of reducing the cost of production and improving the quality of milk, will be held at Washington, D. C., from October 2 to 5. This announcement was made here today by H. E. Van Norman, president of the World's Dairy Congress Association, which will conduct the meeting with the co-operation of the United States Department of Agriculture and other Government departments. Here, the delegates from all parts of the world will be greeted by national officials. In reference to the meeting, Mr. Van Norman said:

"The World's Dairy Congress represents the first united effort of the vast dairy industry of the United States—an industry that has its roots in \$47,000,000,000 worth of farms and handles per annum more than 44,000,000,000 quarts of milk, for which in its various forms the consumers pay upwards of \$4,000,000,000. Out of every \$5 spent by American families for food, \$1 goes for milk and milk products. Scarcely a person exists in the land who does not use milk or some of its products. Milk is absolutely essential to the growth of children, physical and mental. At this Congress, scientists, health officials, government officials, social welfare workers and producers, manufacturers and distributors of milk and milk products will compare notes and exchange the newer knowledge from many lands as to raising the quality and reducing the production and handling costs of dairy products and improving national health through their wiser use.

"The introduction of an economic element into an international dairy meeting will be a big innovation; but the dairy industry has become a world industry. What occurs in the industry in one part of the globe affects prices in every other part. Our producers, manufacturers and distributors are coming to think in international terms. The movement of surplus dairy products from Australia, New Zealand, Argentine Republic and South Africa northward profoundly affects the United States, Canada and the dairy countries of western Europe—Sweden, Holland, Denmark, etc.

"The international aspects of the Congress and the proximity of the Government departments were the determining factors in deciding the location for Congress sessions. From Washington, the delegates will go by special train to the National Dairy Show at Syracuse, N. Y., October 6 to 13, 1923. Unusual facilities are available there for the display of the American dairy industry—its cattle, its remarkable mechanical equipment, its products, its influence on national health—as well as of that of foreign countries."

The World's Dairy Congress movement was initiated by the Dairy Division of the United States Department of Agriculture and the President of the United States was authorized by act of Congress to invite foreign representatives to attend. The location and dates of the meeting were determined by the executive committee of the World's Dairy Congress Association, which consists of: H. E. Van Norman, president of the National Dairy Association; Robert Scoville, president of the American Guernsey Cattle Club; Fred Rasmussen, president of the Pennsylvania-Maryland Joint Stock Land Bank; W. C. Davis, president of the National Association of Dairy Machinery Manufacturers; F. P. Willits, Secretary of Agriculture for Pennsylvania; Loton Horton, president of the Sheffield Farms Company, Inc., and J. A. Walker, vice-president of the Blue Valley Creamery Company.

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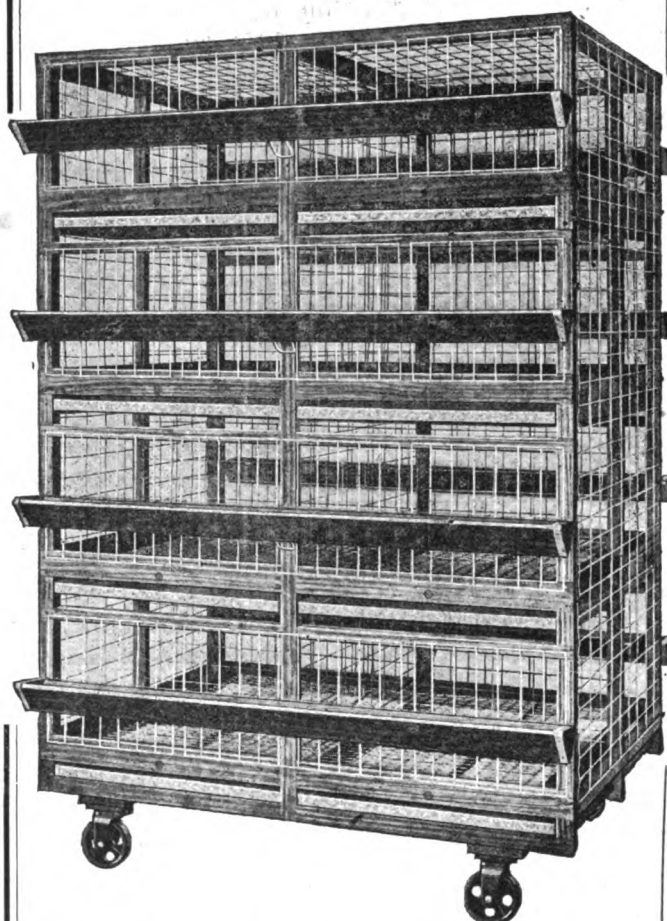
It will pay for itself in a short time and at the present we are in a position to save you from 30 to 40 per cent on your purchase.

Our goods are all of the highest quality, sanitary and durable.

The FEEDING season is here and at the present time we can make shipment on short notice.

Be ready for the rush and—ORDER NOW.

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CONSIGNEE SHOULD ACCEPT DAMAGED SHIPMENT

Mere Fact that Shipment Is Partially Damaged by Wrongful Act of Carrier Does Not Justify Consignee in Refusing It

Member from South Dakota propounds the following inquiry:

"We are having a controversy with a common carrier relative to damage in egg shipments and we would like to have your opinion as to whether or not we would be legally in the right to reject all cases of eggs upon opening and inspecting at our plant, which showed damage?"

"We felt that the cleanest way to handle egg damage claims would simply be to turn back to the common carrier the cases which were damaged and in that way we would have a clear receipt for the cases short, or, rather, the cases held by them and rejected by us.

"Can you tell us whether we have a legal right to do this, that is, refuse the damaged shipments?"

Reply

Briefly stated, the general rule of law is, that the consignee under an ordinary Bill of Lading, may not reject the eggs because the shipment has been partially damaged through the wrongful act of the carrier, but when the entire value of the eggs has been destroyed, and the injury amounts practically to a total loss, then the consignee is justified in refusing them and may sue for the entire amount. In a New York case the Court said:

"In the event of a partial damage, the better rule seems to be that where the goods were injured through a cause for which the carrier is responsible, the consignee is not justified in refusing them, but should accept them and hold the carrier responsible for the injury, it being the policy of the law to impose on the consignee the obligation to mitigate, as far as possible, the loss for which the carrier must respond."

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Receivers of

DRESSED POULTRY

West Washington Market New York

Reference: Chatham & Phenix Nat'l Bank, 14th Street Branch
or any Commercial Agency

WATSON & KELLY

320 W. South Water St.

Poultry, Veal and Game
CHICAGO

EGGS

CUTLER

NEW YORK

331 Greenwich Street

RETURNED SPOILED GOODS

Shipper Liable to Criminal Prosecution.

The Bureau of Chemistry, United States Department of Agriculture, has recently promulgated the following order:

"The practice has long existed in the distributing trade of securing a refund for foods that become spoiled, particularly canned foods, by returning them to the sources from which they were obtained. Frequently this material finds its way back into trade channels and is again offered for consumption.

"Spoiled foods are potentially dangerous to the consumer and should be destroyed immediately on discovery of their condition. It is considered necessary to the protection of the public that hereafter seizure proceedings be instituted against interstate shipments of decomposed foods, even though such shipments be made with the sole intent of securing a refund for spoilage.

"The shipper of such foods will be liable to criminal prosecution."

Charles A. Mentzer

Charles A. Mentzer, of Williston, died Monday, May 28th, after an illness of several months duration. Mr. Mentzer was born in Somerville, Mass., November 5, 1877, and was educated in the public schools of that city. He was well known in the Wholesale Market District of Boston, having been for eighteen years treasurer of Walter C. Mentzer Company, Wholesale Provision Dealers, of 3 and 4 North Market Street.

In 1914 he became president and general manager of the Smith Wright Company of Williston, Vermont, and Albert Lea, Minnesota. He was a member of the Boston Fruit and Produce Exchange, Pequot Lodge, A. F. and A. M., of Watertown, Mass.; Somerville Royal Arch Chapter and De Molay Commandery, K. T., of Boston, Mass.

He is survived by his wife and one daughter, Miss Julia Mentzer. Prayer services were held at his home in North Williston, Vermont, Wednesday, May 30th, and the body was taken to Somerville, Mass., where the funeral services were held Friday, June 1st, and the burial was in the family lot in Northboro, Mass.

William D. Miller

William D. Miller, senior member of the firm of W. D. Miller & Sons, of Newton, Illinois, died at his home in Newton on May 24th, 1923, aged sixty-six years and eight months.

Mr. Miller was held in high esteem in the community in which he lived, having served three terms as alderman, and two terms as Mayor of the City of Newton. In addition, he was a member of the Board of Education and a director of the People's State Bank.

Funeral services were held at the family residence on May 26th, during the time of which all business houses in the City of Newton were closed, out of respect to his memory.

At the time of his death Mr. Miller was a member in good standing of the National Poultry, Butter and Egg Association.

GOOD BYE SHRINKAGE!

The New Super- Mash

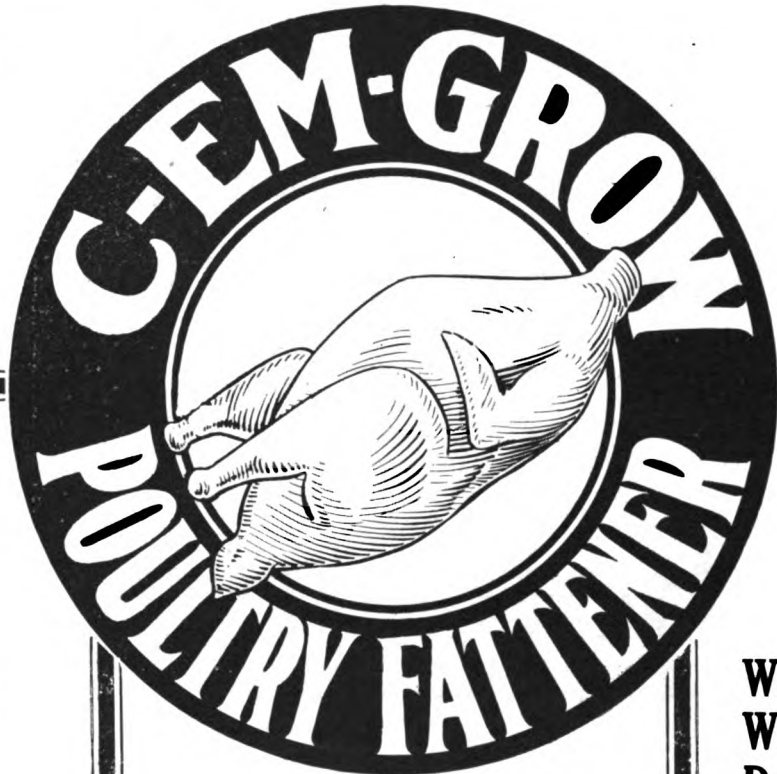
*Formulated
and
Perfected
by Actual
Live Car
Feeders!*

CONTAINS:

Rolled Oats	Flour
White Corn Meal	Middlings
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Corn Germ Meal	Peanut Oil Meal
Soya Bean Meal	Bone Meal
Beef Scraps	Calcium Carbonate
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GUARANTEED ANALYSIS:

Protein . . .	15%
Fibre	4%
Fat	5%
Carbo	50%



*The REAL
Flesh Builder*

With or
Without
Dried
Butter-
milk

YOU cannot afford to overlook this great ration that has overcome every objectionable feature of a prepared feed for live car and station feeding. It will give you *most weight at least cost*. Now being fed by many of the largest feeders. "*A smell and you are sold*"

Will Stand Up Solid in Any Batter

Wire or write for Trial Order and Free Samples, TODAY

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400 N. Union Avenue : CHICAGO

80%

**of the Big Feeders and
Shippers in 13 States
use**

Cholerine

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Four-fifths of all the big feeders and shippers in the territory from Ohio out to Kansas and from South Dakota down through Texas use Cholerine.

Best of all, they use it regularly, year in and year out, because it increases their profits—makes money for them.

That's a recommendation, isn't it.

These feeders and shippers use Cholerine in batteries and in shipping cars. It keeps the birds healthy and cuts down disease loss to a fraction. It puts on profit-making poundage in a hurry at the feeding station or while in transit. Write for complete details today.

**Here are the 13
Cholerine
States:**

OHIO
INDIANA
ILLINOIS
IOWA
MISSOURI
/ ARKANSAS
KANSAS
NEBRASKA
SOUTH DAKOTA
OKLAHOMA
TEXAS
TENNESSEE
KENTUCKY

Germo Manufacturing Co.

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Killers—the best vermin destroyers for poultry

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St. Louis Mo.

TRAFFIC DEPARTMENT

ANSWER QUICK

Nearly every member of the Association has an employe who cares for the traffic matters of the member. The Executive Secretary wants to get in touch with such employes. Please send their names and addresses to the Executive Offices without delay.

LOWER RATES

Interstate Commerce Commission Orders Reduction in Rates on Live and Dressed Poultry, Butter and Eggs on Eastbound Shipments from Missouri River Points

The Interstate Commerce Commission has rendered its decision in Docket No. 12729 and has ordered the carriers, not later than June 29, 1923, to revise the class rates and rates on live and dressed poultry, butter, eggs and frozen eggs, liquid, in straight or mixed carloads, from Missouri River cities (Kansas City, Mo., to Sioux City, Ia., inclusive,) to Mississippi River crossings (St. Louis to East Dubuque, inclusive,) on traffic destined to points east of the Indiana-Illinois State line and to point south of the Ohio River, so that they will not exceed the rates contemporaneously in effect between the same points on westbound traffic.

The Commission held that the eastbound proportional commodity rates on live and dressed poultry, butter, eggs and frozen egg liquid in carloads, from the Missouri River points to the Mississippi river crossings, are unreasonable to the extent that they exceed the westbound third class proportional rate (from the Mississippi River crossings to Missouri River points) on traffic originating east of the Indiana-Illinois State line.

In accordance with the order of the Commission the carriers will publish a third class rate of 48½¢ per one hundred pounds, which will apply on carload shipments of live and dressed poultry, butter, eggs and frozen egg liquid from Missouri River cities to the Mississippi River crossings on traffic destined to points east of the Illinois-Indiana State line and also points south of the Ohio River.

On shipments to New York and other eastern cities located east of Buffalo, N. Y. and Pittsburgh, Pa., the reductions per one hundred pounds will be as follows: butter, 3½¢; eggs, 3½¢; dressed poultry, ½¢; live poultry, 5¢. On shipments to Buffalo, N. Y., and Pittsburgh, Pa., the reductions will be as follows: butter, 5¢; eggs, 5¢; dressed poultry, 2½¢; live poultry, 5¢.

The date on which the reductions will be made effective is not known at this time. Members will be informed as to the effective date as soon as it has been ascertained.

BUTTER, EGGS AND DRESSED POULTRY

Carrier Withdraw Proposal to Increase Rates From Points in Kansas and Nebraska to New York and Other Eastern Cities

A representative of the National Poultry, Butter and Egg Association attended a hearing on February 14, 1923, before the Western Trunk Line Committee concerning an application made by the railroads to increase the rates on dressed poultry, butter and eggs from points in the States of Kansas and Nebraska to Buffalo, Pittsburgh, New York, Philadelphia, Boston and other eastern cities.

The proportional rates which are published to the Mississippi River crossings were established several years ago in order to equalize the Chicago combination rates. Since that time the carriers have been granted blanket increases in rates and because of these general advances the Mississippi River combination of rates figure lower than the Chicago combination.

The carriers contended that inasmuch as the proportional rates to the Mississippi River were originally established in order to equalize the Chicago combination rates that the present rates to the River should be advanced so as to again bring about an equalization. The increases contemplated vary from 1¢ to 4½¢ per 100 pounds.

The representative of the National Poultry, Butter and Egg Association stated that the present rates on dressed poultry, butter and eggs are on a high basis and that no adjustment should be made in the present rates which would result in increases in the through rates. It was also stated that if it was the desire of the carriers to equalize the river combination with the Chicago combination of rates it should be done by reducing the rates to Chicago instead of advancing the rates to the River.

Advice has now been received in the Executive Offices to the effect that the proposal of the carriers has been withdrawn.

STORAGE IN TRANSIT

As the result of an application filed by the Executive Offices with the Traffic Department of the Chicago & Northwestern Railway, that carrier will establish storage in transit privileges at Chicago in connection with carload shipments of butter, eggs and dressed poultry, originating west of the Mississippi River and reshipped to points beyond Chicago. The transit arrangement is covered in Supplement No. 5 to C. & N. W. Tariff GFD 16399-B, effective July 10, 1923, and provides that shipments may be stored at Chicago, and charges thereon will be assessed at the through rate from original point of shipment to final destination (in effect on date of forwarding from point of origin) plus 3¢ per 100 lbs.

Storage in transit privileges will also be made applicable on butter, eggs and dressed poultry in carlots at Denison, Ia., effective July 10, 1923.

—Materials of Quality

Q W O N D E R F A T

Station feed for milk feeders

Shipping feed for live shippers

Q YOUR feed — *vitalized*

Q Address —

WONDERFAT Poultry Feed Dept.

Produce Exchange Building,

Kansas City, Missouri

W O N D E R F A T

WILL FIGHT PULLMAN SURCHARGE

Several large commercial organizations will combine to fight the 50 per cent surcharge on Pullman fares at the hearing which the Interstate Commerce Commission is to hold in Chicago June 20. The Pullman Co., the National Council of Traveling Salesmen's Association, and the American Wholesale Grocers' Association are among those who will fight the surcharge, while the railroad companies are expected to make a strong fight for its retention.

The leading organization against the surcharge is the Traveling Salesmen's Association. Announcement was made at the New York offices of this organization that a number of experts have been retained to prepare the brief which will be presented to the Commission. This brief will contend that the railroads are making \$34,000,000 annually from this source and that this is a discrimination against those travelers who cannot afford to pay much for accommodations. In this class, it is claimed, are the great body of commercial salesmen.

Railroad officials claim that the surcharge is justifiable on economic grounds. Spokesmen declare that the Pullman cars carry only one-third as many passengers as the ordinary coaches and that the return would be practically wiped out if the surcharge is eliminated. It is stated further that last year's net revenue from the carriage of passengers was only \$97,000,000 and that if the loss on the surcharge were added to the reduction of 20 per cent in mileage book fares, estimated at \$60,000,000, the total of \$94,000,000 would practically wipe out this profit.

The Pullman Company is opposing the surcharge on the grounds that it brings them no profit and discourages travel on their cars. This is the third investigation by the Interstate Commerce Commission, the first two having resulted in favor of the railroads and retention of the surcharge.

Officials of the traveling salesmen assert that if the appeal fails they will carry the issue to Congress. Last year seventeen measures were introduced to repeal it, but these were lost as a result of the shipping bill filibuster.—Traffic World.

INCREASED ICING CHARGES

Supplement No. 4 has been issued to the National Perishable Protective Tariff No. 2, increasing the cost of ice furnished to shipments of perishable freight at stations on the Missouri and North Arkansas Ry. Co. The present charge is 4.50 per ton and the charge published to become effective June 20, 1923, is \$6.00 per ton. The increased charge will not apply to shipments iced at Fargo, Helena, Kensett, Searcy and Wheatley, Ark.

This supplement also publishes an increased charge on shipments iced at points in Ohio which are located in the Cincinnati Switching District as described in Agent B. T. Jones' Tariff No. 297, ICC 1079. The present charge of \$4.50 per ton applies on shipments iced at Cincinnati and the following points within the switching district of Cincinnati: Clare, Madisonville, Norwood Heights and Reading, Ohio. At other points in Ohio located in the Cincinnati Switching District, the charge is \$4.00 per ton. If the supplement is not suspended a charge of \$4.50 per ton will become effective June 20, 1923, on shipments which are iced at all points in Ohio located in the Cincinnati Switching District as described in Agent B. T. Jones' Tariff No. 297.

LIMITATION ON OVERCHARGES

The following is a copy of a notice received in the Executive Offices from the Freight Claim Department of the Illinois Central Railroad Company:

"With reference to overcharge claims:

"Decision of the United States Supreme Court, of February 19, 1923, in the case of Kansas City Southern Railway vs. Harry B. Wolf, et al., the Court held that cases of straight overcharge claims were governed by Section 16 of the Interstate Commerce Act and the two-year Statute of Limitation applies, further, where the two years have expired under the Statute the lapse of time not only bars the remedy but destroys the liability.

"It follows, therefore, that overcharge claims on interstate business, even though filed with the carrier by the claimant within two years of delivery or tender of delivery of the shipment by the carrier, cannot legally be paid by the carrier after the expiration of the two-year limitation."

By reason of the Supreme Court's decision in the case above cited, the shipper has only two years after delivery of the shipment within which to recover overcharges, while the carrier, under existing law, can sue for undercharges at any time within three years after delivery of the shipment.

It is the consensus of opinion among traffic men that an effort should be made to have the law with respect to the Statute of Limitations on undercharges and overcharges made uniform, and it is hoped that the law can be amended in such a way as to permit the carriers to settle claims for overcharges even though the statute of limitations may have run.

IMPORT EGGS

National Perishable Protective Tariff No. 2, publishes the following rule governing the free transportation of caretakers accompany carload shipments of import eggs moving under "Shippers' Protective Service Against Cold".

"On import shipments of eggs one attendant will be carried free in charge of four or more cars, except that when more than four cars are shipped, one attendant may be carried free with each additional four cars. With shipments of perishable property other than import eggs, as herein provided, fresh fruit or fresh or green vegetables, man or men in charge shall pay full passenger fare."

Supplement No. 4, effective June 20, 1923, has been issued to the tariff cancelling the above provision. On and after June 20, 1923, caretakers accompanying shipments of import eggs will be required to pay full passenger fare.

BUTTER AND EGGS

Supplement No. 1 to Minneapolis, St. Paul & Sault Ste. Marie Tariff No. 29342 has been issued cancelling the commodity rate of 43c per one hundred pounds applying on butter and eggs, straight or mixed carloads, minimum weight 24,000 pounds, on shipments from Oakes, N. D., to Alexandria, Minn. This rate applied only on traffic reshipped from Alexandria, Minn., via the Soo Line. The tariff also provided that the 43c rate would include the refrigeration on the shipments moving under that tariff. The cancellation of the tariff is to become effective June 7, 1923.

The Traffic Service Department

OF THE

National Poultry, Butter and Egg Association

NOT CONDUCTED FOR PROFIT

AVAILABLE TO MEMBERS OF THE ASSOCIATION ONLY

NOMINAL MONTHLY CHARGES

SUPERVISED BY THE EXECUTIVE COMMITTEE

OPERATED BY TRAFFIC EXPERTS

The TRAFFIC SERVICE DEPARTMENT of The National Poultry, Butter and Egg Association AUDITS Freight and Expense Bills and PRESENTS CLAIMS for Overcharges—It advises concerning routes and QUOTES RATES. Presents claims for LOSS AND DAMAGE and recommends PREVENTIVE measures. Service includes RATE ADJUSTMENTS. In a word the Department was created for RELIEVING members of all their TRAFFIC TROUBLES and it is meeting with a large degree of success. Keeps members advised up to the minute concerning all rate and regulatory changes by means of SPECIAL BULLETINS

If in need of Traffic Service, make your wants known to any representative of the National Poultry, Butter and Egg Association, or mail inquiry to the Executive Offices, 208 North Wells Street, Chicago.

Application and sample contract mailed on request.

All matters treated with the utmost confidence.

JOIN NOW!

National Poultry, Butter & Egg Association

LONG EGGS CAUSING TROUBLE

Steps are being taken by express claim supervisors assigned to the egg traffic, to remove what has come to be known as the "end crush" evil. Examination of egg breakage, in a number of instances, has disclosed the fact that some egg shippers do not give heed to the urgent requests of the carriers not to ship long eggs with those of average size.

It is found that the tops of the longer eggs are crushed when they protrude above the fillers, and even the extra protection given by excelsior pads does not prevent it. Formerly, this trouble was encountered in only a few instances, but now, apparently, eggs are "getting longer", as fantastic as such a statement may seem.

The express people who have studied the subject, have become convinced that scientific methods in breeding of leghorn hens and of egg production generally, is actually bringing about such a condition. It is pointed out that eggs shipped out by Petaluma, Cal.—one of the greatest egg producing centers in the country—are known to be extra large or long. White leghorn hens, known to be the best layers, are used almost exclusively by the California breeders.

The same thing is true of a great Eastern egg-producing point—Vineland, N. J. Here leghorns predominate and long eggs are numerous, although the shippers have learned the lesson of shipping them together, but never with the smaller size. Larger fillers, or allowing more room between layers by cross pieces of wood, seem to have solved the problem.

In this connection, the express supervisors, who are in touch with producers, are urging that the longer eggs be disposed of locally and not shipped, except in a case where all the eggs in the layers are of approximately the same height. In this way, no egg protrudes above another and the excelsior pads offer their usual amount of protection.—Express Gazette Journal.

HIGHER CHEESE RATE

The commodity rate of 23c per one hundred pounds applying on cheese, less than carloads, from Manitowoc, Wis., to Milwaukee, Wis., has been cancelled, effective June 2, 1923, in Supplement No. 3 to Minneapolis, St. Paul & Sault Ste. Marie Tariff No. 30000. On and after June 2, 1923, the rate will be 37c per 100 lbs. on shipments routed via the Soo Line. The rate of 23c will continue in effect on shipments routed via the Chicago & Northwestern Railroad Co.

BUTTER AND EGGS

Minneapolis, St. Paul & Sault Ste. Marie Ry., Tariff No. 30852 publishes a reduced rate of \$1.05½ per 100 lbs. on shipments of butter and eggs, straight or mixed carloads, from Carrington and Jamestown, N. D., to Chicago, Ill., Mackinaw City and Manistique, Mich., Manitowoc and Milwaukee, Wis. The rate will apply only on shipments destined to Boston, Mass., Rockland, Me., and points taking same rates as shown in Canadian Pacific Ry., Rate Basis & Billing Instructions Tariff No. E-3915. The reduction becomes effective June 2, 1923.

The Northern Pacific Ry. Co., has also published the reduced rate of \$1.05½ per 100 lbs. from and to the points above mentioned. The rate is published in Northern Pacific Tariff No. 3370-G.

FREIGHT ON BUTTER TUBS

Representative Stoonerson of Minnesota has introduced H. Res. 555, as follows:

Resolved, That the President be, and he is hereby requested to transmit to the House of Representatives all information in his possession or in the possession of the Interstate Commerce Commission, relative to the alleged existence of a combination, practice or agreement among manufacturers of or dealers in butter tubs, under which, in addition to the usual sale price of such articles at Galena, Ill., there is added the freight charge from Galena, Ill., to the place of manufacture, where such place of manufacture is west or northwest, so that in the case of butter tubs made from native Minnesota timber at Duluth, Minn., and sold to dairymen in Minnesota, there is added to the reasonable price thereof the freight charges from Galena, Ill., to Duluth, Minn.—(File 107.)

SWITCHING AT CHICAGO

Supplement No. 2 to A. T. & S. F. Ry. Tariff No. 10265-E. effective April 2, 1923, carries the following clause governing the switching of carload shipments of butter, eggs, poultry and game at Chicago, Ill.:

"No charge will be made for switching carload shipments of Butter, Eggs, Poultry and Game handled by the A. T. & S. F. Ry. (in road haul movement) into Chicago, Ill., and placed on A. T. & S. F. Ry. team tracks at Chicago for inspection or reshipment via A. T. & S. F. Ry., nor will any charge be made for switching such cars from said team tracks to connections with connecting lines at Chicago, Ill., when reconsigned to industries in the Chicago, District, as defined in Rule 20, page 3 of tariff."

It will be noted from the above that the Santa Fe will make no extra charge for the switching of cars from team tracks in Chicago to industries on its line or to its point of connection with other lines. Prior to the application of this tariff, the Illinois distance rates applied.

RATES ON EGGS

The less carload commodity rates on eggs named in Nashville, Chattanooga and St. Louis Ry., Tariff No. 7, ICC 2559-A applying on shipments from stations on that line south of Nashville, Tenn., to Buffalo, N. Y., and Pittsburgh, Pa., were cancelled on April 19, 1923.

The less carload rates from N. C. & St. L. Ry., stations south of Nashville, Tenn., to Wilmington, N. C., Bristol, and Knoxville, Tenn., have also been cancelled. The cancellations will result in advanced rates to the points mentioned. It is stated that the rates are cancelled because there is no movement.

RATES FROM SHREVEPORT

The Southwestern Freight Bureau has for consideration and is handling under its Subject No. 8400 a proposal to establish on butter, eggs and dressed poultry from Shreveport, La., to Chicago, Kansas City, Louisville and eastern cities, rates the same as at present in effect from Texarkana, Ark.-Tex., and published in Items 1407, 1410, 1632 and 1544 of Agent F. A. Leland's Tariff No. 38L. It is claimed that, under present rates, shippers at Shreveport, cannot engage in this traffic, and that they are entitled to the same rates as Texarkana, Ark.-Tex.

LOWER FILLER RATES PROPOSED

The Western Trunk Line Committee has assigned its Docket No. 2761-A to a proposal to reduce the freight rates on egg case fillers, carloads, from Coffeyville, Kans., to Abilene, Concordia, McPherson, Salina and Topeka, Kans. The present and proposed rates are as follows: Present—To Abilene, 33½c; Concordia, 38½c; McPherson, 36½c; Salina, 33½c; and Topeka, 23c. Proposed—To Abilene, 27½c; Concordia, 27½c; McPherson, 33½c; Salina, 32½c; Topeka, 15½c. The proposed rates are subject to carload minimum weight of 36,000 lbs. per car.

REFRIGERATOR CARS FOR CHEESE

The Canadian Railways have announced that they will, from June 4th to September 1st, where practicable, supply refrigerator cars for the transportation of cheese, in carloads, with a minimum load of 16,000 lbs., consigned to Montreal for local delivery or export. The government will assume the cost of icing up to \$8.00 per car; the balance, if any, to be paid by the consignor or consignee.

LOWER BUTTER AND EGG RATES

Effective on June 24th, the following reduced freight rates will be made effective on butter and eggs, in carloads, to Chicago:

From Aberdeen, Bristol and Waubay, S. D., 88½c per 100 lbs.; from Redfield, S. D., 96c per 100 lbs.

STORAGE IN TRANSIT

The Illinois Freight Association has assigned its Subject No. 1820 to an application requesting the establishment of Storage in Transit Privileges at St. Louis, in connection with shipments of butter, eggs and dressed poultry originating at Peoria, Ill., and destined to New Orleans, La., and Tampa, Fla. Under the proposed arrangement, charges will be assessed on basis of the through freight rate from Peoria to the destinations named, plus a transit charge of 3c per 100 lbs., plus Mississippi River Bridge toll in each direction of 2½c per 100 lbs.

An application has also been filed with the Illinois Freight Association for the establishment of Storage in Transit Privileges at Rockford, Ill., on butter, eggs and dressed poultry originating at points in Illinois and reshipped to points beyond Rockford to which through rates are published.

Under the arrangement, charges would be assessed at the through rate from original point of shipment to final destination, plus a transit charge of 3c per 100 lbs., minimum transit charge \$6.30 per car.

STORAGE IN TRANSIT

The Gulf Coast Lines (N. O. T. & M. Ry.) has issued Tariff No. 846-D, effective June 9th, containing rates, rules and regulations covering storage of butter, eggs and dressed poultry at points in Louisiana.

Under this tariff, shipments stored for a period of not more than one year from date of inbound freight bill may be reshipped to interstate destinations, and charges will be assessed at the through rate from original point of shipment to final destination, in effect on date of movement from point of origin, plus a transit charge of 3c per 100 lbs.

FREIGHT RATES ON PADS

The Trans-Continental Freight Bureau is handling under its Subject No. 2323, a proposal to establish the following freight rates on Excelsior Cushions or Mats to California and North Pacific Coast Territory:

To California: From Group D, \$1.75; Group E, \$1.66; Group F, \$1.58; Group H, \$1.58; Group J, \$1.58 per 100 lbs.

To North Pacific Coast Territory: From Group D, \$1.75; Group E, \$1.75; Group F, \$1.58; Group G, \$1.58; Group H, \$1.75; Group J, \$1.58; Group N, \$1.75 per 100 lbs.

The proposed rates will be subject to carload minimum weight of 20,000 lbs.

LIVE POULTRY RATE

Effective on May 15th, 1923, the freight rate on live poultry, in carlots, from Calvert, Ky., to Chicago was reduced from \$116.70 per car to \$78.00 per car.

This reduction is the result of application filed by the Executive Office with the General Freight Department of the Illinois Central Railroad.

RATE ON EGGS TO NEW ORLEANS

The Southwestern Freight Bureau is handling under its Subject No. 7618 an application to establish a carload rate of \$1.29½ per 100 pounds on shipments of eggs from Lebanon, Missouri, to New Orleans, La., and Mobile, Ala.

The shippers contend that the rate from Lebanon should not be higher than the rate from Kansas City as the distance from Lebanon to New Orleans and Mobile is 100 miles less than from Kansas City.

CONCENTRATION

In August, 1922, an application was filed with the Western Trunk Line Committee for the establishment of Concentration Privileges on butter, eggs, poultry and rabbits at points on the Union Pacific Railroad in the State of Kansas.

Advice has now been received in the Executive Offices to the effect that this application has been approved by the Railroad Committee.

REDUCED FREIGHT RATE

Soo Line Tariff G. F. D. No. 30856, ICC No. 5574, effective June 7, 1923, carries reduced freight rate of 41c per 100 lbs. on butter and eggs, carloads, from Oaks, N. D., to Paynesville, Minn. This rate includes refrigeration and is subject to a carload minimum weight of 22,000 lbs. per car.

ANSWER QUICK

Nearly every member of the Association has an employe who cares for the traffic matters of the member. The Executive Secretary wants to get in touch with such employes. Please send their names and addresses to the Executive Offices without delay.

ROSTER

National Poultry, Butter & Egg Association

NOTE: Members should keep in mind that our Membership Ledgers—not this Roster—constitute the highest authority regarding every membership. Extra care is taken to see that every name and address is correctly shown in the Roster. But in making corrections and adding new names constantly it happens now and then that printers make new errors or leave out names or addresses inadvertently. Pressure of work in the Executive Secretary's office precludes checking the Roster with the Membership Ledgers before going to press every month, though this is done as often as possible.

ARKANSAS

McHENRY & BRYAN, Fayetteville.
OZARK POULTRY & EGG Co., Fayetteville.
D. W. TOBEY, INC., P. O. Box 614, Texarkana, Ark.-Tex.

CANADA

P. BURNS & Co., Calgary, Alberta.
CANADIAN PACKING Co., Toronto, Ont.
T. J. COYLE & Co., 507 Lindsay Bldg., Winnipeg, Man.
THE WM. DAVIES Co., LTD., Toronto, Ont.
GUNN, LANGLOIS & Co., LTD., 105 St. Paul St. East, Montreal.
GUNN'S LIMITED, West Toronto, Ont.
H. C. KERSTEN, c/o Crescent Cry. Co., Winnipeg.
LEMON BROS., Owen Sound, Ont.

CALIFORNIA

CALIFORNIA POULTRY Co., 315 Washington St., San Francisco.
HARBAUGH & Co., 425 Washington St., San Francisco.
KING & LAYTON, 310 Clay St., San Francisco.
MAKINS PRODUCE Co., 310 Davis St., San Francisco.
MONOTTI-LARIMER, 250 Sacramento St., San Francisco.
PACIFIC EGG PRODUCERS, 700 Front St., San Francisco.
CARL SCHALLINGER, 310 Clay St., San Francisco.
WILSEY BENNETT Co., 352 Front St., San Francisco.

COLORADO

BEAR PRODUCE Co., 1515 Market St., Denver.
PINKETT BROS. PROD. Co., 1537 Market St., Denver.

CONNECTICUT

L. C. BATES Co., 46 George St., New Haven.
P. BERRY & SONS, 390 Windsor St., Hartford.
BRADLEY & DILLON, New Haven.

CUBA

ARMANDO ARMAND & SON, 17 Sol St., Havana.
FRANK BOWMAN Co., San Ignacio 13, P. O. Box 471, Havana.

FLORIDA

C. G. HILDERLEY, Box 696, Tampa.

ILLINOIS

FRANK ATLESS PROD. Co., Lincoln.
C. F. BISHOP & Co., 220 N. Front St., Quincy.
G. W. BLACKBURN & Co., Fairfield.
BLOOMINGTON PROD. Co., Bloomington.
H. A. BURNS PROD. Co., Thompsonville.
CAPPEL GARRARD Co., Peoria.
L. E. CHAPIN, Tampico, Ill.
DAVIS CLEAVER PRODUCE Co., Quincy.
DENNIS PRODUCE Co., Bowen.
GEO. W. FREY PRODUCE Co., Mendota.
FRANK GRAMPP, Princeton.
HAGIST JETT PRODUCE Co., Box 64, E. St. Louis, Ill.
P. O. HALLBECK & SON, West Salem.
F. HOUSER & SON, Lena.
W. A. JOY, 119 N. 9th St., Springfield.
KLEINSCHMIDT PRODUCE Co., Nashville.
MANNING & MANNING, Morrisonville.
G. E. MERRILL, Avon.
W. D. MILLER & SON, Newton.
MONEY PRODUCE Co., Yale.
B. S. PEARSALL BUTTER Co., 51 N. State St., Elgin.
PEORIA CREAMERY Co., Peoria.
HAROLD G. PETERSON, 2200 Lincoln St., Evanston.
PIONEER CREAMERY Co., Galesburg.
F. A. PRUETT & SONS, Third & Monroe Sts., Kinmundy.
SORENTO PRODUCE Co., Sorento.
GEO. H. SPENGLER, 10th & Capitol Ave., Springfield.
W. H. STANLEY & SON, Newton.
H. J. SWAN & Co., Fairfield.
SUGAR CREEK CREAMERY Co., Danville.
JACOB TICK, Clinton.

P. H. UTTERBACK, Oblong.

I. A. WALLINS, INC., Decatur.
H. C. WEINRICH & Co., Cambridge.
J. F. WILLIAMS & SON, Apple River.
C. C. WRIGHT, McLeansboro.
A. J. WRIGLEY, Wyoming.

Chicago

B. AARON & SONS, 56 W. South Water St.
THEODORE AARON, INC., 204-208 N. Wells St.
AMAN & ENDERS, 132 W. South Water St.
ARMOUR & Co., Produce Dept.
BAER & WOODS, 326 W. So. Water St.
J. P. BARRETT PRO. Co., 208 N. Wells St.
BATTERMAN & KOELLING, 949 Fulton Market.
BEATRICE CREAMERY Co., 1526 S. State St.
AMOS BIRD Co., 1314 So. Canal St.
BLUE VALLEY CREAMERY Co., 700 S. Clinton St.
S. S. BORDEN Co., 220 W. South Water St.
BOWMAN & Co., 136 W. Lake St.
JOHN L. BRINK Co., 212 W. So. Water St.
BRINK & PILAT, 214 W. South Water St.
PETER BRITTEN SONS, 2 Fulton Market.
H. L. BROWN & SONS, 953 Fulton Market.
BICKLEY, FINNELL & WIMPLE, INC., 216 N. Wells St.
G. W. BULL & Co., 26 W. Kinzie St.
BURD BROS., 206 W. So. Water St.
CANTWELL & GILLOGLY, 953 Fulton Mkt.
COHEN & Co., 108 W. South Water St.
H. B. COLLINS, c/o Swift & Co., U. S. Yards.
COONEY & Co., 215 W. So. Water St.
COYNE BROS., 119 W. South Water St.
COYNE & NEVINS Co., 168 W. South Water Street.
CROMER & BROWN, 212 N. Wells St.
CUDAHY PACKING Co., PRODUCE DEPT., Harris Trust Bldg.
THEO. CUNY, 320 W. South Water St.
DAUBER BROS., 1132-1134 Fulton Market.
JNO. R. DEISHER Co., 954 Fulton Market.
DITTMANN & Co., 125 N. Union St.
JOSEPH DUSEK Co., 726 W. Randolph St.
WM. EBELING, 702 W. Randolph St.
M. H. EICHENGREEN & Co., 227 N. LaSalle
ELLIOTT & MCGARRAGHY, 29 W. Kinzie St.

HARRY H. FIELD & Co., 208 N. Wells St.
 FINNERMAN BROS., 320 W. So. Water St.
 FORD-GUSTAVSON & Co., 192 N. Clark St.
 PETER FOX SONS Co., 1122-24 Fulton Market.
 GALLAGHER BROS., 165 W. South Water St.
 ALEXANDER GETZ, 1016-1022 Fulton Mkt.
 GETZ & BRODSKY, 326 W. So. Water St.
 R. GERBER & Co., 12 E. Kinzie St.
 MOSES GRAY & Co., 160 W. So. Water St.
 GRIDLEY MAXON Co., 25 W. So. Water St.
 GUGGENHEIM BROS., 916 Fulton Market.
 A. F. HEIDKE & SONS, 845 Fulton St.
 FRANK G HEILMAN, 945-947 Fulton Mkt.
 J. E. HUGO HEMMAN & Co., 225 W. South Water St.
 J. S. HOFFMAN COMPANY, 219-221 N. Franklin St.
 W. G. HOWARD & Co., 229 N. Wells St.
 HUNTER WALTON & Co., 35 W. Kinzie St.
 S. KATZ & Co., INC., 208 No. Wells St.
 KEAN & STRYKER, 716 W. Randolph St.
 S. LOVE KELLEY, 192 N. Clark St.
 GEO. T. KRUSE & Co., 708 W. Randolph St.
 A. S. KUHN Co., 208 N. Wells St.
 H. & J. LEPMAN, INC., 208 N. Wells St.
 LITMAN & Co., 948 Fulton Mkt.
 MAX MALTER Co., 816 W. Randolph St.
 MAURICE MANDEVILLE, 160 N. Market St.
 WOLF MALTER, 910 Fulton Market.
 R. MANGAN & Co., 819 W. Randolph St.
 I. H. MARKS, 192 N. Clark St.
 JOHN V. MCCARTHY Co., 136 W. Lake St.
 C. E. MCNEILL & Co., 325 W. So. Water St.
 MERRILL & ELDREDGE, 160 N. Market St.
 GEO. MEYER & Co., 228 W. South Water St.
 JOS. T. MILNARIK, 136 W. Lake St.
 W. S. MOORE, 206 N. Wells St.
 A. M. MULLIN, 303 W. So. Water St.
 MUTUAL PRODUCE Co., 922 Fulton St.
 MURMANN & KARSTEN, 222 W. So. Water St.
 NATIONAL PROD. Co., 208 N. Wells St.
 AD. NEWMAN & SON, 4420 S. Ashland Ave.
 NAOMI PRODUCE Co., 309 W. So. Water St.
 NORTH-WEST PRODUCE Co., 834 No. Racine Ave.
 O'HEARN & SHERMAN, 64 S. Water St.
 O. W. OLSON Co., 136 W. Lake St.
 THOS. E. O'NEILL Co., 218 N. Wells St.
 OSTROWSKY & SIMKIN, 206 W. So. Water St.
 MORRIS OVSON Co., 30 N. Green St.
 OXLEY & RICHTER Co., 208 N. Wells St.
 POLMEN & Co., 216 W. So. Water St.
 G. W. RANDALL & Co., 211 W. South Water St.
 B. W. REDFEARN, 208 N. Wells St.
 HARRY H. REDFEARN & Co., 208 N. Wells St.
 A. S. ROE & Co., 208 N. Wells St.

ED. RUEB & Co., 703 W. Randolph St.
 M. P. RUTLEDGE, 1111-1113 Fulton Market.
 JOHN SANDER, 1053-1055 W. Lake St.
 SCHRIEBER & FALKER, 136 W. Lake St.
 SCHWEIZER COMMISSION Co., 654 W. 63rd St.
 JOHN M. SHAWHAN, 136 W. Lake St.
 GEO. S. SLOAN & SONS, 62 W. So. Water St.
 SNYDER, HARRY, Co., 223 W. So. Water St.
 SONENBLICK & SHAPIRO, 207 W. So. Water St.
 SPANGENBERG & Co., 48 W. Kinzie St.
 STANDARD COMMISSION Co., 329 W. So. Water St.
 STEFFEY BROS., 118 W. So. Water St.
 FRANK SWEENEY, 192 N. Clark St.
 E. B. TEETS & Co., 322 W. So. Water St.
 ED. TERMAN & Co., 321 W. So. Water St.
 TITMAN EGG Co., INC., 400 N. Elizabeth St.
 JOHN R. TYLER Co., 208 N. Wells St.
 M. UHLMANN & Co., INC., 171 W. So. Water St.
 A. T. ULLMANN Co., 1014 Fulton St.
 WASKOW BUTTER Co., 346 W. So. Water St.
 WATSON & KELLY 320 W. So. Water St.
 C. H. WEAVER & Co., 67 W. South Water St.
 WEINBERG BROS. & Co., 1052-54 Fulton Mkt.
 WENDEL & BRIGGS, 951 Fulton Market.
 O. E. WHITCOMB & SON, 210 W. South Water St.
 J. H. WHITE & Co., 955 Fulton Market.
 W. T. S. WHITE, c/o Morris & Co., U. S. Yards.
 WILSON & Co., Prod. Dept., U. S. Yards.
 HENRY YEPSER & Co., 207 N. Wells St.
 ZAMBRENO BROS. & Co., 918 Fulton St.
 ZIMMERMANN & SMITH, 336 W. So. Water St.

INDIANA

ATLASS PRODUCE Co., Lafayette.
 J. E. BEYER, Rochester.
 BAREFOOT PRODUCE COMPANY, Cowan.
 E. E. BOGAN Co., Goodland.
 E. BRAUDE, Silver Lake.
 L. J. BRETZ, Huntingburg.
 CLOVER LEAF CREAMERIES, Huntington.
 DEARMIN & Co., Odon.
 DECATUR PRODUCE Co., Decatur.
 L. J. DELUCENAY, Ashley.
 R. L. DITZLER, Huntington.
 FEAR-CAMPBELL Co., Frankfort.
 GEO. FREESE'S SONS, Nappanee.
 FOUNTAIN PRODUCE Co., Veedersburg.
 F. H. GEORGE & Co., 116 W. Columbia St., Ft. Wayne.
 HARRIS-HARDMAN Co., Richmond.
 HAVENS BROS., Ladoga.
 O. L. HOESE, Worthington.

HOUGHLAND & MILLER, Boonville.
 THE E. R. JAQUES Co., Thorntown.
 J. A. LONG, c/o J. A. Long Co., Portland.
 C. J. LOYD & Co., Greensburg.
 McLANE & Co., Shelbyville.
 MIAMI PRODUCE Co., Peru.
 MURPHY & Co., Princeton.
 O. OLIVER & SON, Madison.
 THOMAS OWENS, Angola.
 HENRY PFAU, 224 Ninth St., Jasper.
 THE PFEIFFER SALES Co., Logansport.
 RIFFERT BROS., Haubstadt.
 SCHLOSSER BROS., Frankfort.
 SHERMAN WHITE & Co., Ft. Wayne.
 VAN BUREN PRODUCE Co., Van Buren.

Indianapolis

INDIANAPOLIS POULTRY Co.
 THE WADLEY Co., North St. & Canal.

IOWA

AMES PRODUCE Co., Ames.
 A. BAIRD & SON, Lohrville.
 BELL-JONES Co., Davenport.
 BOOS PRODUCE Co., West Bend.
 BURLINGTON PRODUCE Co., Burlington.
 CENTRAL CITY PROD. Co., Central City.
 CHARLTON & BOWEN, Rolfe.
 J. A. CROWTHER, Pocahontas.
 P. M. DAHLEM, Cascade.
 C. A. ENGLISH, Hubbell Bldg., Des Moines.
 E. J. FARLEY, Monticello.
 C. ALVIN FOSSE, LaPorte City.
 TYNDALL N. FOSSE, Ridgeway.
 GIST, McDOWELL POULTRY & Egg Co., Spencer.
 M. J. GOODRICH, Strawberry Point.
 GOODRICH & GALLAGHER, INC., Waverly.
 M. & J. R. HAKES, Laurens.
 HALL PRODUCE Co., Sigourney.
 HANFORD PRODUCE Co., Sioux City.
 F. H. HATCH Co., Edgewood.
 HAWKEYE PRODUCE Co., Brookdale Ave., Chariton.
 E. B. HIGLEY Co., 409 S. Federal St., Mason City.
 HURD CREAMERY Co., Council Bluffs, Iowa.
 INDEPENDENCE PRODUCE Co., Independence.
 INDEPENDENT PRODUCE Co., 1801 W. 3rd St., Davenport.
 IOWA CITY PRODUCE Co., Iowa City.
 IOWA GRAIN & PRODUCE Co., Burlington.
 CARL T. IRISH, Nevada.
 JENSEN'S CREAMERY Co., Coon Rapids.
 W. E. KEENEY, Clarinda.
 A. R. LOOMIS & SON, Fort Dodge.
 MARSHALLTOWN PRODUCE Co., 213 Market St., Marshalltown.

J. D. MINIMUM, Clear Lake.
 JOHN MORRELL & Co., Ottumwa.
 E. G. MORSE, Mason City.
 MT. PLEASANT PRODUCE Co., Mt. Pleasant.
 J. H. NEIL CREAMERY Co., Tama.
 NEWTON PRODUCE Co., Newton.
 G. W. NICHOLSON & Co., Grand Junction.
 NICKLES & SON, Corydon.
 NORTHERN IOWA PRODUCE Co., McGregor.
 W. L. OGDEN & Co., 305 Pearl St., Sioux City.
 PERFECT PRODUCE Co., Solon.
 PETERSON BROS., 6th Ave. & River Front, Clinton.
 REISMAN Co., Oskaloosa, Iowa.
 W. S. REISTER & SON, Washington.
 FRED REUM & Co., 218 W. Water St., Decorah.
 H. S. RHYNSBURGER, 9th Ave., E., Oskaloosa.
 J. RUSSELL, Winfield.
 ST. ANSGAR PRODUCE Co., St. Ansgar.
 SHOTWELL & Co., Des Moines.
 J. A. SHANNON & SON, Iowa Falls.
 SHELDON PRODUCE Co., Sheldon.
 J. A. SILVER & Co., Stockport.
 R. D. SMITH, Swea City.
 E. B. WADE, Hubbell Bldg., Des Moines.
 WAYNE F. WALLER, Garner.
 WAVERLY PRODUCE Co., Waverly.
 WESCOTT & WINKS, Sumner.
 R. W. WINSLER, Moravia.

KANSAS

BEATRICE CREAMERY Co., Topeka.
 THE BELLE SPRINGS CRY. Co., Abilene.
 THE BLUE VALLEY PACKING Co., Marysville.
 J. E. BREWER, Box 226, Abilene.
 CONCORDIA CREAMERY Co., Concordia.
 ELLSWORTH PROD. Co., Ellsworth.
 W. M. EVERT, Concordia.
 FARMERS' PRODUCE Co., Burlington.
 J. F. GRENNAN PROD. Co., Garnett.
 T. JENSEN & BROS., Emporia.
 KANSAS EGG & POULTRY Co., Hillsboro.
 KANSAS ICE & STORAGE Co., Salina.
 A. S. KININMONTH & Co., Winfield.
 LATHAM & SONS, Ottawa.
 LEGG PRODUCE Co., Box 364, Scott City.
 M. MCMAHON, Beattie.
 MERRITT-SCHWIER CREAMERY Co., Great Bend.
 THE METZ PACKING Co., Concordia.
 PADEN & THOMPSON, Lyons.
 SALINA POULTRY Co., Salina.
 SEYMOUR PACKING Co., Topeka.
 TOPEKA PACKING Co., Topeka.
 S. C. WALKER & SON PRO. Co., Smith Center.
 H. G. WARD PRODUCE Co., Glasco.

KENTUCKY

N. F. BRENT, Paris.
 DAVIDSON BROS., INC., Glasgow.
 S. H. GRINSTEAD Co., Lebanon.
 HARRODSBURG ICE & PRODUCE Co., Harrodsburg.
 HAWKINS, SMITH, TOOHEY & Co., Shelbyville.
 S. F. HOLCOMB, Murray. Branches at Hollo Rock, Tenn., and Parsons, Tenn.
 HULEN-TOOPS Co., Bowling Green.
 MALONEY DAVIDSON Co., 128 E. Jefferson, Louisville.
 MILLER BROS. & Co., Owensboro.
 GEO. P. TAYLOR Co., Burnside.
 ALVA WEST, Mgr. Star Produce Co., Maysville.
 H. WILSON & Co., Fordsville.
 J. P. WRIGHT, Salt Lick.
 HARVEY J. ZWICKER, Gen. Mgr. Frank Fehr Cold Storage Co., Louisville.

LOUISIANA

GOODMAN & BEER Co., INC., 400 Paydras St., New Orleans.
 A. S. KOTZWITZ & Co., 443 S. Peters St., New Orleans.
 JOS. LALA & Co., 534 French Mkt., New Orleans.
 JOS. SAMUEL Co., INC., 327 Paydras St., New Orleans.
 SOUTHLAND PRODUCE Co., 505 Travis St., Shreveport.

MARYLAND

BLATTER BROS., 119 W. Pratt St., Baltimore.
 HENDERSON, LINTHICUM & Co., 3 E. Camden St., Baltimore.
 E. E. HURLBURT, 3 Emerson Tower Bldg., Baltimore.
 ARTHUR MEDWEDEFF, 308 Law Building, Baltimore.
 JOHN POEHLMAN & SONS, 405 N. Washington St., Baltimore.
 JOSEPH SMELKINSON, 139 W. Camden St., Baltimore.
 STEVENS BROS., 226 Charles St., Baltimore.

MASSACHUSETTS

CAMBRIDGE POULTRY Co., Cambridge.
 JAMES L. HUMPHREY, JR., New Bedford.
 GENERY STEVENS Co., Worcester.

Boston

ADAMS, CHAPMAN Co., 37 N. Market St.
 ALLEY GREEN & PIPE Co., 3 and 4 N. Market St.
 S. K. AMES, 168 Milk St.
 I. H. BALLOU & Co., 75 S. Market St.
 BARTLETT VARNEY & Co., 21 N. Market St.

BATCHELDER & SNYDER Co., 49 Blackstone Street.

BOLTON & HICKS, 21 Merchants Row.
 BORST PIERCE Co., 9 Blackstone St.
 ALTON E. BRIGGS, Faneuil Hall Market.
 BRYANT & ORDWAY Co., 1 So. Side Faneuil Hall Market.
 S. L. BURR & Co., 74 So. Market St.
 CHAMBERLAIN & Co., INC., 25 S. Market St.
 CHAPIN & ADAMS Co., 35 S. Market St.
 HAROLD E. CORSON, Faneuil Hall Market, Fruit & Products Exchange.
 C. R. CORWIN Co., Faneuil Hall Market.
 CRAIG HAPGOOD Co., INC., 39 S. Market St.
 EASTERN BUTTER Co., 15 John St.
 G. A. FALES Co., 25 N. Market St.
 JOHN H. FARNUM & SON, 65 Clinton St.
 FOWLE, HIBBARD Co., 176 State St.
 GOLDSMITH-STOCKWELL Co., 27 S. Market Street

GREEN & Co., 80 S. Market St.
 WM. J. HAIRE Co., 30 S. Market St.
 HILTON & ALDRICH Co., 40 S. Market St.
 RALPH H. HOSMER, 10-16 Faneuil Hall Mkt.
 H. A. HOVEY & Co., 30 Faneuil Hall Mkt.
 THE H. J. KEITH Co., 72 S. Market St.
 J. F. KIMBALL Co., 31 N. Market St.
 LAMSON & Co., 13 Blackstone St.
 G. M. D. LEGG Co., 33 S. Market St.
 LEWIS, MEARS Co., 33 S. Market St.
 A. & O. W. MEAD & Co., 35 N. Market St.
 A. E. MILLS & SON, 27 Commercial St.
 CHAS. E. MILLS, 19 Boston Fruit & Produce Exchange.
 P. F. QUINN, 31-33 Merchants Row.
 RADLO BROS. Co., 21-23 S. Market St.
 L. A. ROGERS Co., 70 S. Market St.
 SMILEY BROS., 5 Blackstone St.
 A. M. SMITH & Co., 31 Commercial St.
 STANDARD POULTRY & EGG Co., 37 Fulton St.
 CHAS. H. STONE & Co., 61 Chatham St.
 THORNDIKE & GERRISH Co., 19 N. Market Street.

TITMAN EGG Co. OF MASSACHUSETTS.

A. VALENTE & Co.
 T. H. WHEELER Co.
 E. E. WILSON Co., 7 Blackstone St.
 W. F. WYMAN & Co., 4 Faneuil Hall Mkt.

MICHIGAN

CADILLAC PRODUCE Co., Cadillac.
 THE N. A. HOBAN Co., 114-116 W. 1st Ave., Flint.
 HUGH M. HURD, Eaton Rapids.
 IONIA EGG & POULTRY Co., Ionia.
 KENT STORAGE Co., Grand Rapids.
 ROBT. PARK, Caro.
 J. T. RIDLEY, Greenville.
 WILLIAMSON BROS., Tecumseh.

Detroit

ALDERSON-HUARD Co., 480 Riopelle St.
 AMERICAN BUTTER & CHEESE Co., 480 Howard Ave.
 BENTLEY PRODUCE Co., 1571 Winder St.

CLARENCE J. CHANDLER, 1640 Penobscot Bldg.
 GEO. L. COLLINS & Co., 30 Market St.
 DETROIT BUTTER & EGG Co., 4301 Dequindre.
 GEO. R. ELDRIDGE Co., 2656 Eighteenth St.
 FALTIS POULTRY MARKET, 54 W. Elizabeth Street.
 HARRIS & THROOP, 777 Michigan Ave.
 J. W. KEYS COMM. Co., 2478 Riopelle St.
 C. H. LAHUE & Co., Eastern Market.
 F. J. SCHAFER & Co., 1462 E. High St.
 SCHILLER BUTTER & EGG Co., 654 Jos Campau.
 SMITH POULTRY & EGG Co., 26 Western Market.
 A. F. THIBODEAU & Co., 2040 Howard St.
 TONER COMMISSION Co., 480 Riopelle St.

MINNESOTA

BENSON PRODUCE Co., Benson.
 BRIDGEMAN-RUSSELL Co., Duluth.
 HUTCHINSON PRODUCE Co., Hutchinson.
 JOHNSON PRODUCE Co., Cokato.
 F. J. KASPER Co., 310-312 N. Cedar St., Owatonna.
 LE ROY PRODUCE Co., Le Roy.
 LEVINE BROS., Duluth.
 LITCHFIELD PRODUCE Co., Litchfield.
 JOHN LYNARD, Owatonna.
 H. M. NOACK & SONS, Arlington.
 NO. AMERICAN CRY. Co., Alexandria.
 NORTHERN COLD STG. & WHE. Co., Duluth.
 PETERSON BIDDICK Co., Wadena.
 JOSEPH J. SCHATZ, Montgomery.
 STEUBE BROS., 118 N. Main St., New Ulm.
 STORK BROS., New Ulm.
 SUNDE & ROMINE, New Richland.
 GEO. D. TRACY, Tracy.
 WILLIAMS PRODUCE Co., Fergus Falls.
 WORTHINGTON CREAMERY & PROD. Co., Worthington.

Minneapolis and St. Paul

BOYD & HILBERT, 22 Central Mkt., Minneapolis.
 R. E. COBB Co., St. Paul.
 DE SOTO CRY. & PROD. Co., Minneapolis.
 EDWARDS BROS., 119 Sixth St., North, Minneapolis.
 FAIRFAX PRODUCE Co., 420 N. Third Ave., Minneapolis.
 ROBERT C. KERSTEN, Mgr., J. H. Kersten & Co., 203 Market State Bank Bldg., Minneapolis.
 MEAGHER & PARSONS, 5th St. North, Minneapolis.
 ROSS C. MORFORD, 71 Island Ave., Minneapolis.
 NORTHERN PRODUCE Co., St. Paul.
 J. W. PERRIN & SON, 29 Central Market, Minneapolis.
 SAMELS BROS. Co., Minneapolis.
 VILDEN PROD. Co., St. Paul.

MISSOURI

BLATTNER BROS. MERC. Co., Wellsville.
 A. F. BROCKMAN, Concordia.
 W. L. DAVENPORT Co., 219 N. Jefferson St., Mexico.

GOODWIN & JEAN, Jackson.
 R. F. GRIFFITH, Fulton.
 HENDERSON'S PRODUCE Co., Monroe City.
 KUHN BROS. MERC. Co., Troy.
 W. D. LAW, Springfield.
 D. N. LIGHTFOOT & SON, Springfield.
 LINDLEY-BUSTER PROD. Co., Inc., Bucklin.
 J. H. MIKEL BRO. & Co., South Gifford.
 C. S. MILLER PRODUCE Co., Neosho.
 MISSOURI EGG & POULTRY Co., Box 164, Sedalia.
 E. OLIN & SON, 112 E. Lexington St., Independence, Missouri.
 RALLS COUNTY MERCANTILE Co., Center.
 S. D. RARDIN, JR. & Co., Ridgeway.
 J. I. REED & SON, Bolivar.
 C. L. RHODES PROD. Co., Springfield.
 A. W. VANDERFORD, Clinton.
 A. B. WILKERSON, Aurora.
 WILLOW SPRINGS CRMY. Co., Willow Sprgs.

St. Louis

AMERICAN EGG & POULTRY Co., 501 N. 3rd St.
 H. B. BEATY, 408 Franklin Ave.
 BOHN-LENARTZ COM. Co., 714 N. 4th St.
 HY BOMZE, 817 N. Third St.
 HENRY BROEDER'S SONS COM. Co., 813 N. Third St.
 DICKSON & SONS, 837 N. Third St.
 A. A. EASTON Co., Inc., 931 N. Broadway.
 ENTERPRISE COMMISSION Co., 925-927 N. Broadway.
 BRUNO FRANZ SONS, 919 N. Broadway.
 OSCAR B. FRANZ COM. Co., 417 Morgan St.
 WALTER B. FRANZ & Co., 810 N. Fourth St.
 FRISCO COMMISSION Co., 800 N. Fourth St.
 GREENLEE PRODUCTS Co., Lewis & O'Fallon Sts.
 FRED HEGER, 419 S. Franklin Ave.
 THE HICKEL Co., 1018 N. Broadway.
 HILMER COMMISSION Co., 822 N. Third St.
 HOFMANN BROS. PRODUCE Co., 700 N. 2nd St.
 H. W. KUEHAUS, 419 Franklin Ave.
 B. LANDAUER, 907 N. Fourth St.
 E. L. LYNCH POULTRY Co., 807 N. 4th St.
 McLAIN-ALCORN COM. Co., 701 N. 3rd St.
 MEYER BROS. COMMISSION Co., 816 N. 3rd St.
 NIEMEYER-BUCHMUELLER COM. Co., 816 N. 3rd St.
 PROGRESSIVE COMMISSION Co., 803 N. 3rd St.
 A. A. REHBEIN, 220 Market St.
 GEO. F. RICKER & Co., 716 N. 2nd St.
 SCHEITLIN & HOFFMAN, 820 N. Third St.
 L. J. SCHULTE COM. Co., 824 N. Third St.
 SCHUMACHER COMMISSION Co., 700 N. 3rd St.
 BURT WOODSON COM. Co., 933 N. Broadway.
 ZELLE BROS. PROV. & COM. Co., 702 N. 3rd St.

Kansas City

AARON POULTRY & EGG Co.
 C. J. AUS, 211 Produce Exchange Bldg.
 A. W. BEAR COM. Co., 117 E. Fourth St.
 RALPH HURST & Co., 115 E. Fourth St.
 S. J. HURST, 515 Grand Ave.
 MERIDEN CREAMERY Co., 21st and Central Sts.
 CARL C. STENTZ, 203 Produce Exchange Bldg.
 SPENCER PRODUCE Co., 14 West 4th St.

NEBRASKA

HENNINGSSEN PROD. Co., Superior.
 C. MOZER, Box 495, Lincoln.
 NORFOLK POULTRY Co., 403 N. 3rd St., Norfolk.
 WAHOO PRODUCE Co., 301 East 5th St., Wahoo.
 YORK PRODUCE Co., York.

Omaha

GEO. E. CLARK, 1327 W. O. W. Bldg.
 FAIRMONT CRY. Co., 12th & Jones Sts.
 THE JERPE COMMISSION Co., 422 11th St.
 KIRSCHBRAUN & SONS, INC., 9th and Dodge Sts.
 OMAHA COLD STORAGE Co.

NEW JERSEY

AMMON & PERSON, 4th and Henderson Sts. Jersey City.
 M. AUGENBLICK & BRO., 16 Commerce St., Newark.
 ROBT. L. BEYER, 1915 Atlantic Ave., Atlantic City.
 COLUMBIA CHEESE Co., 85 Commerce St., Newark.
 DEBOW & Co., 32 Commerce St., Newark.
 BARNETT GABRIEL, c/o Great Atlantic & Pacific Tea Co., Jersey City.
 GUARANTY EGG CORPORATION, 197 Market St., Newark.
 GERHARD & PAGELS, 218 N. Willow St., Trenton.
 GUDE & COLE, INC., 102 Mulberry St., Newark.
 ADAM HEBELER & Co., 46 Commerce St., Newark.
 GUS LUDWIG, c/o Great A. & P. Tea Co., Jersey City.
 WILKINSON, GADDIS & Co., 85 Parkhurst Newark.

NEW YORK

DAVIS & PELTON, 152 Baldwin St., Elmira.
 THE LAWLOR & CAVANAUGH Co., Troy.
 JOS. A. MINST, 359 Broadway, Albany.
 EDWARD D. VINAL, 202 North West St., Syracuse.
 WM. S. RILEY Co., Scott Place, Rochester.
 W. J. SKILLICORN, Albany.

Buffalo

BREDENBERG BROS., 96 W. Market St.
 JACOB DOLD PACKING Co., 745 William St.
 GOLDSTEIN & LIPPMAN, 165 Scott.
 HICKMAN & COWARD, 150 Michigan Ave.
 CHAS. E. ROESCH, 10 Broadway Mkt.
 SATULOFF BROS., 145 Michigan St.
 F. F. STONE, 162 Perry St.
 WALTER A. TUTTLE, 55-57 E. Market St.

J. M. WATTLES & SON, 152 Michigan St.
FRANK E. WATTLES & BRO.
WAX & SUGARMAN, 159 Michigan St.
WM. C. WILL, 163 Scott St.

New York City

C. F. ADAMS & Co., 13 Harrison St.
ALBERT & GERBER, 315 Greenwich St.
E. S. ALPAUGH & Co., 18 Bloomfield St.
ARMSTRONG & HESSE, 330 Greenwich St.
HARRY ATLAS, 360 Greenwich St.
JUAN A. BABCOCK, 168 Duane St.
E. R. BALZER, 220 Greenwich St.
F. C. BARGER & Co., 158 Franklin St.
H. BEHRMAN & SONS, 366 Washington St.
BERMAN & BAEDCKER, Inc., 28 Thirteenth Ave.
NATHAN BLACKMAN, 362 Greenwich St.
DANIEL P. BOEHM, Inc., 331 Washington St.
JOHN H. BORGER & Co., 134 Reade St.
GEO. G. BROWN, W. Washington Mkt.
HAROLD L. BROWN Co., Inc., 172 Duane St.
S. S. BROWN Co., 43 Jay St.
BROWN & ROOT Co., 165 Reade St.
BRYAN DUVAL Co., Inc., 105 Hudson St.
C. T. BULLARD & Co., 171 Duane St.
BUTTS & MILLER Co., 325 Washington St.
CENTRAL GROCERY Co., 150 Reade St.
CHelsea LIVE POULTRY Co., 39 Loew Ave.
CHAS. COLLINS Co., 1 13th Ave.
COLONIAL BUTTER & EGG Co., Greenwich St.
GEORGE COOK, JR., 329 Washington St.
GEO. E. CUTLER, 331 Greenwich St.
CHARLES DEUTSCH, 319 Greenwich St.
DE WINTER & STEWART, Inc., 321 Washington St.
DROSTÉ & SNYDER, 177 Duane St.
DU MOND & FELTEN, Inc., 325 Washington St.
N. DURHAM & SONS, 313 Washington St.
LEWIS EBERT & SONS, 151 Reade St.
W. W. ELZEA, Inc., 327 Washington St.
THE ENGEL Co., 123 Barclay St.
ENYARD & GODLEY, Inc., 171 Duane St.
FARMERS COMMISSION HOUSE, 27 Harrison St.
FICKEN, COFFIN & Co., 168 Duane St.
SAMUEL FLECK & Co., Inc., 48 Bloomfield St.
JULIUS FLEISCHL, 514 Westchester Ave.
J. C. FORD & Co., Inc., 368 Greenwich St.
FOX RIVER BUTTER Co., 78 Hudson St.
I. FOX SONS, Inc., 194 Green Place, Brooklyn, N. Y.
SOL. FRANKEL, W. Washington Mkt.
GOTTFRIED-MARSHALL Co., 142½ Reade St.
A. GROSSMANN & Co., 153 Reade St.
GUDE BROS., KIEFFER Co., 21 Jay St.
H. HAGEN & Co., 81 N. Moore St.
HANCE BROS. Co., W. Washington Mkt.
W. H. HENNEBERGER, Inc., 329 Greenwich St.
JOSEPH J. HEROLD, 17 Harrison St.
GEORGE F. HINRICHS, Inc., 341 Washington St.
WM. J. HINRICHS, 423 W. 14th St.
HODUPP EVANS COMPANY, Inc., 7 Harrison St.
AD. HONIGSBERG & Co., 300 Greenwich St.
CHAS. B. HOVEY, W. Washington Mkt.

JEWELL BROS., W. Washington Mkt.
JEWELL KOENIG & Co., W. Washington Mkt.
T. W. JOHNSON, 361 Washington St.
HUGO JOSEPHY & SONS, 448 West 14th St.
KASSEL POULTRY Co., W. Washington Mkt.
J. J. KILCOYNE Co., Inc., 360 Washington St.
J. M. KLEIN, 448 W. 14th St.
KOSSAR & Co., W. Washington Mkt.
CHRISTIAN H. KOSTER, 263 Washington St.
KURTIN & KURTIN, 305 Greenwich St.
LAMBLY & ALPAUGH, 18 Harrison St.
LASS & COHEN, 450 W. 14th St.
GUSTAV F. LAWRENCE, 6 Harrison St.
LEWIS MEARS Co., 127 Reade St.
W. H. MAPES, 137 Reade St.
THOS. J. MAY Co., 174 Duane St.
C. F. MCGUIRE, 13 Harrison St.
A. E. McMULKIN, 201 Franklin St.
CHAS. P. MECABE & SON, 17 Jay St.
SAMUEL MIERFELD, 3 Harrison St.
ALEX MERSEL, 191 Duane St.
SAM NAGLE, W. Washington Market.
J. NARZISENFELD, 24-26 Harrison St.
J. NEUGEDOREN & SONS, 19 Harrison St.
JAS. N. NOKKIS, W. Washington Mkt.
FRED D. OETJEN, 339 Washington St.
B. W. OTIS & Co., W. Washington Mkt.
A. PAUL, JR., & Co., West Washington Mkt.
WM. WALLIS PEARSON, 45 Grace St.
H. T. POND Co., 361 Washington St.
C. L. POOLE & Co., 15 Harrison St.
I. C. POPPER, 171 Duane St.
G. M. RITTENHOUSE & Co., 23 Jay St.
HARRY ROSENSTEIN, Inc., W. Washington Market.
M. ROTH & Co., 185 Duane St.
THOS. H. ROULSTON, 101 Ninth St., Brooklyn.
SAAL BROTHERS, 181 Duane St.
CHESTER E. SAXTON Co., Inc., 11 Harrison St., N. Y. C.
C. SCHUETZ, Inc., 32 Jay St.
LOUIS J. SCHWAB, W. Washington Mkt.
NATHAN SCHWEITZER Co., 409 W. 14th St.
SECKEL & KIERNAN, 361 Greenwich St.
STEERS & MENKE, West Washington Mkt.
H. E. STOUT Co., 317 Washington St.
JOSEPH SULTAN, 148 Reade St.
B. TITMAN Co., 94 N. Moore St.
GEORGE TRACHTENBERG, 360 Greenwich St.
TRELEASE & UNDERHILL, 333 Greenwich St.
EDWARD M. VOSBURGH, 133 Reade St.
S. & W. WALDBAUM, 140 Reade St.
CHARLES WERNER, 35 Loew Ave.
SAMUEL WERNER, W. Washington Mkt.
WESTERN COMMISSION Co., West Washington Market.
D. W. WHITMORE & Co., 10 Harrison St.
WIESENFELD & OSHINSKY, 40 Harrison St.
J. W. WILLIAMS, W. Washington Mkt.
WRIGHT & WINSOR, 12 Harrison St.
ZENITH BUTTER & EGG Co., 170 Duane St.
ZIMMER & DUNKAK, 173 Duane St.

NORTH DAKOTA

BRIDGEMAN-RUSSELL Co., Grand Forks.
MANDAN CRY. & PRODUCE Co., Mandan.

OHIO

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BEMISDERFER Co., 31 E. Market St., Tiffin.
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FOSTORIA CREAMERY Co., 404 S. Union St., Fostoria.
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H. B. HOLE, Greenville.
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H. LITTLE & SONS, 434 S. Fifth St., Upper Sandusky.
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STORER BROS. Co., Ada.
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A. F. KOLB, 134 W. Court St.
LETT & Co., 48 Walnut St.
THE PETERS POULTRY Co., 104 W. Court St.
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 G. A. SAMUELS, 109 Water St., Pittsburgh.
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 TECH FOOD PRODUCTS Co., Wainwright Cold Storage, 3340 Liberty St., Pittsburgh.

Philadelphia

HAROLD R. AIKEN, 128 N. Delaware Ave.
 ALMAR STORES Co., 919 N. Front St.
 THE AMERICAN STORES Co., 412 Noble St.
 BEYER & Co., Inc., 235 Callowhill St.
 BICKEL & MILLER, 322 S. Front St.
 A. F. BICKLEY & SON, 520 N. Second St.
 R. A. BOWERS Co., 9-11 N. Water St.
 P. F. BROWN & Co., 43 S. Front St.
 S. WALTER BROWN, 33 S. Front St.
 CHABROW BROS., 24 S. Front St.
 CRAWFORD & LEHMAN, 33, 35 S. Water St.
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 JOHN JAMISON Co., 3 and 5 South Water St.
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 NATHAN L. MEDWEDEFF, 33 S. Front St.
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 J. K. SHULTZ & Co., 36 S. Water St.
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 SHEAFFER & MARVEL, 106 N. Delaware Ave.
 WM. SMITH Co., 14 S. Water St.
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 A. WACHS, 44 S. Water St.
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 NAIVE-SPILLERS Co., 905 Harrison St., Nashville.
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 TEXAS CREAMERY Co., Houston.
 A. B. WALKER & SON, Corsicana.
 H. F. WEHMEYER, 14 First St., Brenham.

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 CITY PRODUCE EXCHANGE, 56 W. Gay St., Harrisonburg.
 THOS. M. COMBITHS, Pulaski.
 CROCKER & BLUFORD, Box 117, Norfolk.
 CULPEPER PRODUCE Co., P. O. Box 72 Culpeper.
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 WM. F. GRAVINS & Co., 23 S. 13th St., Richmond.
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 PAULY & PAULY CHEESE Co., Manitowoc.

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 FIEBRANTZ & BENZ, 394 Fifth St.
 HASSMANN & MUELLER, 293 Third St.
 GEO. C. MANSFIELD Co.
 MARTIN H. MEYER, 888 44th St.

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 CANADIAN PROD. ASSN., James T. Madden, Secretary, 90 Colborne St., Toronto, Can.
 DETROIT BUTTER & EGG BOARD, John Huettelman, Secy., 2040 Howard St., Detroit, Mich.
 THE CHICAGO MERCANTILE EXCHANGE, S. Edward Davis, Ex. Secy., 136 W. Lake St., Chicago, Ill.
 FULTON MARKET WHOLESALE MEAT & COM. MERCHANTS' ASSN., 918 Fulton St., Chicago, Ill.
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 NEW YORK MERCANTILE EXCHANGE, cor. Hudson and Harrison Sts., New York, N. Y.
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 OKLAHOMA POULTRY & EGG ASSOCIATION, Carl D. Rice, Secy., Enid, Okla.
 PACIFIC EGG PRODUCERS, 700 Front St., San Francisco, Cal.
 PITTSBURGH BUTTER & EGG EXCHANGE, 708 Wabash Bldg., Pittsburgh, Pa.
 SAN FRANCISCO WHLS. DAIRY PRO. EXCHANGE, 252 Clay St., San Francisco, Cal.
 SOUTHERN POULTRY & EGG SHIPPERS' ASSN., L. G. Smith, Secy., Shelbyville, Ky.
 TEXAS BUTTER, EGG & POULTRY ASSN., J. O. Boettcher, Secy., Weimar, Texas.

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 IRVING NATIONAL BANK, New York, N. Y., Woolworth Bldg.
 NATIONAL BANK OF COMMERCE, Ashland Block, Chicago, Ill.
 UNITED STATE BANK OF ST. LOUIS, Washington Ave. & 4th St., St. Louis, Mo.
 WEBSTER & ATLAS NATIONAL BANK OF BOSTON, 199 Washington St., Boston, Mass.

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 DETROIT REFRIGERATING Co., 2036 Howard Ave., Detroit, Mich.
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 EBNER ICE & COLD STGE. Co., Vincennes, Ind.
 FEDERAL COLD STGE. Co., 1800 N. Broadway, St. Louis, Mo.
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 UNION TERMINAL COLD STORAGE Co., 12th and Provost Sts., Jersey City, N. J.
 WAINWRIGHT COLD STORAGE, TECK FOOD PRODUCTS Co., 3340 Liberty St., Pittsburgh, Pa.
 THE WASHINGTON MARKET Co., Center Market, Washington, D. C.
 WESTERN COLD STORAGE Co., 421 North State St., Chicago, Ill.
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 H. RUBENSTEIN Co., Inc., 1251 Roosevelt Road, Chicago, Ill.
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 PETERSON-MILLER BOX Co., Cairo, Ill.
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 H. W. SELLE Co., 1000 N. Halsted St., Chicago, Ill.
 TITE-PACK FILLER Co., 728 W. Madison St., Chicago, Ill.
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 UNION INSULATING Co., Gt. Northern Bldg., Chicago, Ill.
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 THE PRODUCE PACKER, 192 N. Clark St., Chicago, Ill.
 PRODUCE BULLETIN, INC., 97 Warren St., New York City.
 THE PRODUCE NEWS, 6 Harrison St., New York City.
 URNER-BARRY Co., 175 Chambers St., New York, N. Y.

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 LIVE POULTRY TRANS. Co., 431 So. Dearborn St., Chicago, Ill.
 MERCHANTS DISPATCH DAIRY LINE, 623 La Salle Station, Chicago, Ill.
 NEW YORK DESPATCH, 181 Quincy St., Chicago, Ill.
 NICKEL PLATE LACKAWANNA DAIRY LINE, 327 S. La Salle St., Chicago, Ill.

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Gus Ludwig.....	Jersey City, N. J.
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Chas. E. McNeill.....	325 W. So. Water St., Chicago, Ill.

JUNIOR PAST PRESIDENT

J. M. Klein.....	448 W. 14th St., New York City
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(Telephone Franklin 1877-8) 208 N. Wells St., Chicago, Ill.

H. F. Jones.....	Executive Secretary
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ADVISORY COUNSEL

Chas. E. McNeill.....	325 W. So. Water St., Chicago, Ill.
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PROCESSED AND COLD STORAGE EGGS



Now is the time to take up the question of an attractive design or trade mark to use for printing up your cartons, to market to the best advantage your Processed and Cold Storage Eggs.

SELF-LOCKING EGG CARTONS

"The Box That Sells The Eggs"

SELF-LOCKING CARTON COMPANY

591 East Illinois Street - - - - - CHICAGO

STANDARD WAREHOUSES FOR

EGG STORAGE

UNDER EXPERIENCED AND SUCCESSFUL MANAGEMENT our warehouses have satisfied the most critical egg merchants for many years

UNION TERMINAL COLD STORAGE CO.

JERSEY CITY, N. J.

Located on Main Lines of ERIE R. R. and D. L. & W. R. R.
Track connections with all railroads

MANHATTAN REFRIGERATING CO.

Gansevoort and West Washington Markets

NEW YORK CITY

on tracks of New York Central Railroad

KING'S COUNTY REFRIGERATING CO.

WALLABOUT MARKET :: BROOKLYN

Modern Equipment — Proper Temperatures — Low Insurance
Unequalled Railroad Facilities — Ideal Location for Selling
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GENERAL OFFICES

525 WEST STREET

T. A. ADAMS

NEW YORK CITY

R. A. ADAMS

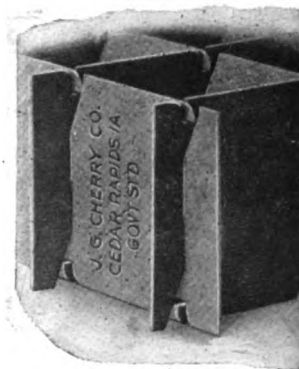
Want Lower Rates on Egg Shipments?

There's a way to get them:

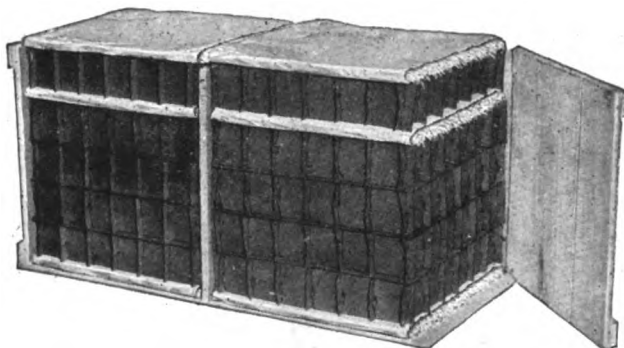
Let *all* shippers pack *all* cases, and trim all cars, so perfectly that breakage will be reduced to the minimum.

Freight tariffs are based on the *cost* of hauling a given commodity, as tabulated by all the carriers, thru a period of years.

Claim payments constitute a large element in the cost of transporting eggs. Reduce the claim expense, and rest assured that the railroads and express companies will need no urging to lower their rates. They want *tonnage*, and lower rates will stimulate larger consignments and longer hauls.



“CHERRY” HARD CALENDERED EGG CASE FILLERS



are one of three vital factors in *safe* egg shipment. For the firm, tough, moisture-resisting stock used in these fillers, and their patented double-lock construction can be depended upon to *hold* the eggs in a firm, gentle, protecting grip. The other two prime factors are:

- (a) Excelsior pads of a number and thickness sufficient to hold the contents of each case in a fixed position.
- (b) Standard Cases, properly assembled and nailed.

Let us take care of the *most IMPORTANT* of these three factors, by supplying you with Cherry Double Lock Fillers.

SAMPLES FREE

J.G. CHERRY COMPANY
CEDAR RAPIDS IOWA
St. Paul, Minn. Tama, Iowa. Peoria, Ill.



The NATIONAL POULTRY · BUTTER · & · EGG · BULLETIN

JULY

Volume 7



1923

Number 10

Announcement

...

The Seventeenth Annual Convention of the National Poultry, Butter and Egg Association will convene at Hotel Sherman, Chicago, October 8 and 9, 1923.

Modern Poultry House Equipment

"Century" All Steel Products

Are the Most "UP-TO-DATE," Durable and Sanitary
Equipment Manufactured

POULTRY PICKING BENCH



The use of this picking bench insures faster and cleaner dressing and eliminates danger of broken wings.

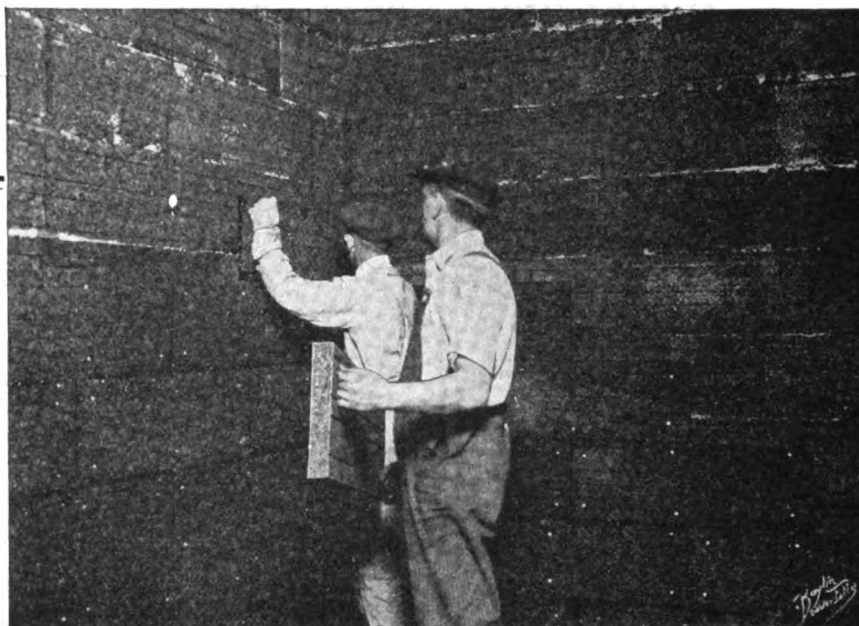
The outfit consists of adjustable bench, blood cup, shackles and pulleys.

The top is covered with zinc and measures 30 inches diameter. It is adjustable from 34 to 48 inches in height. The shipping weight is about 105 pounds.

Century Steel Feeding Battery Century Steel Cooling Rack
Killing and Dressing Accessories

Oliver L. Arming

**216 W. So. Water Street
CHICAGO**



Erecting Nonpareil Corkboard in two layers, the first in Portland cement and the second in asphalt

A Good, Tight Job

WHAT you are after when you insulate is *results*—insulation that will hold the proper temperature economically. You choose Nonpareil Corkboard because you know it to be the most efficient insulating material. You profit by the experience of this organization in deciding on the proper thickness and the best method of construction. Now, what about erection?

Do you know that carelessly made joints let in the heat? That moisture collects and frost forms in air pockets between the boards? That indifferent or inexperienced workmanship will largely offset all the care you have used in selecting and planning your insulation? Why risk it?

Insure the efficiency of your insulation by having experienced men erect

your Nonpareil Corkboard. Our Contract Department maintains at all branches, erection men who will relieve you of every risk of poor workmanship. These are trained men who know how to plan their work to eliminate waste of time and material. They will make your insulation a heat-tight, moisture-proof job that insures maximum efficiency and permanence, at very reasonable cost.

Further information will be supplied on request. Ask for a copy of the 32-page book, "Small Cold Storage Rooms," sent free.

ARMSTRONG CORK & INSULATION COMPANY

155 Twenty-fourth Street

Pittsburgh, Pa.

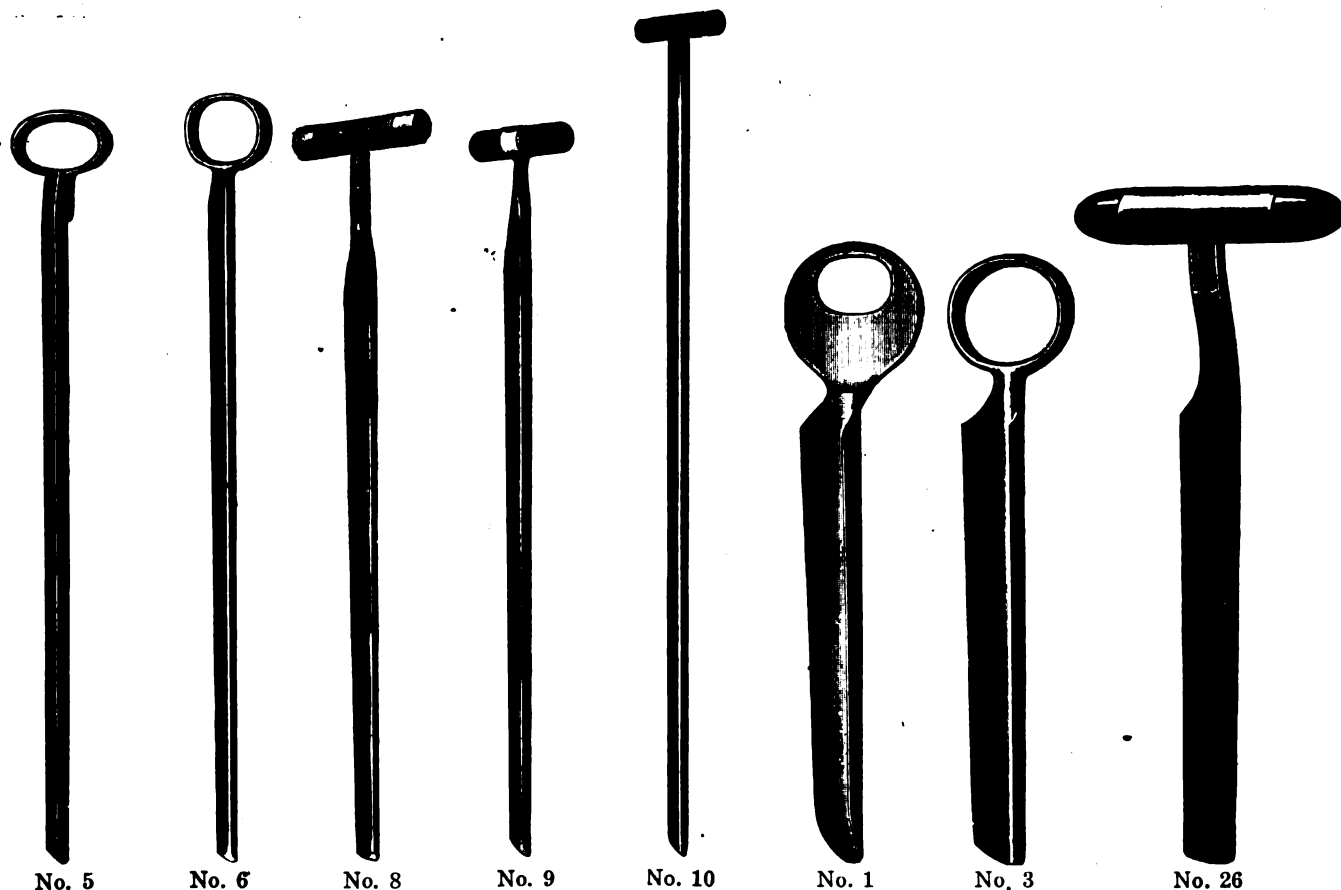
Also manufacturers of Nonpareil Cork Covering for brine and ammonia lines, coolers, tanks and cold surfaces generally; Nonpareil High Pressure Covering for steam lines, feed water heaters, boilers, etc.; Nonpareil Insulating Brick for boiler settings, furnaces, ovens, etc.; Nonpareil Cork Machinery Isolation for noisy machines, and Linoleum and Armstrong's Cork Tile for floors in offices, residences, etc.

Nonpareil Corkboard Insulation

For Butter and Egg Storage Rooms

Butter and Cheese Triers

These Triers are made with extreme care and attention to finish and workmanship. No pains have been spared to make the Burrell Trier of uniform strength, size, and style. We offer a complete line and, realizing that new uses are arising every day, we solicit inquiries for special Triers, and should be glad to estimate cost from sample or drawing.



Butter Triers

	Each	Dozen
No. 5. 18-in. Steel Blades, Malleable Handles. \$.....	\$.....	\$.....
Nickel-Plated, extra, each.....	\$.....	
No. 6. 18-in. Solid Forged Steel, Japanned Handles
No. 6. 21-in. Solid Forged Steel, Japanned Handles
No. 7. 18-in., Extra Finished, Solid Forged Steel, Polished Handles.....	
No. 7. 21-in., Extra Finished, Solid Forged Steel, Polished Handles.....	
Nickel-Plated, extra, each.....	\$.....	
No. 8. 18-in., Special Butter Trier for cold storage work, extra heavy, with brass handle, rosewood tips, length of bowl 14 inches.....	
Nickel-Plated, extra, each.....	\$.....	
No. 9. 18-in., Finely Tempered and Finished, Rosewood T Handles.....	
No. 9. 21-in., Finely Tempered and Finished, Rosewood T Handles.....	
Nickel-Plated, extra, each.....	\$.....	

Cheese Triers

No. 1. 4½-in., ⅝-in. Bowl, Flat Handle.....	.....
Nickel-Plated, extra, each.....	\$.....
No. 3. 5-in., Forged Steel, Japanned Handles, Plug ⅝ in. diam.....	.....

Each Dozen

No. 3. 5-in., Forged Steel, Japanned Handles, Plug ⅝-in. diam.....	.....
No. 3. 6-in., Forged Steel, Japanned Handles, Plug ⅝-in. diam.....	.....
No. 3. 6-in., Forged Steel, Japanned Handles, Plug ⅝-in. diam.....	.....
No. 4. 5-in., Extra Finished, Full Polished, Solid Forged Steel, Plug ⅝ in.....	.....
No. 4. 5-in., Extra Finished, Full Polished, Solid Forged Steel, Plug ⅝ in.....	.....
No. 4. 6-in., Extra Finished, Full Polished, Solid Forged Steel, Plug ⅝ in.....	.....
No. 4. 6-in., Extra Finished, Full Polished, Solid Forged Steel, Plug ⅝ in.....	.....
Nickel-Plated, extra, each.....	\$.....
No. 26. Rosewood T-Handle, Extra Heavy Shank, 4½ or 5½ in. x 1½ in.....	.....
Nickel-Plated, extra, each.....	\$.....

Tallow Triers

No. 10. 30-in., Solid Forged Steel, T. Handles, inside Dia. of Bowl ⅝ in.....	.....
No. 10. 36-in., Solid Forged Steel, T. Handles, inside Dia. of Bowl ⅝ in.....	.....
Nickel-Plated, extra, each.....	\$.....

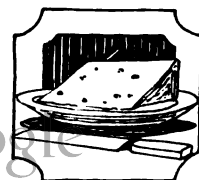
Note: We can furnish Leather Cases to fit any Trier at special prices.

Twin City Branch—2490-2494 University Avenue, St. Paul, Minn.

A.H. Barber-Goodhue Company
(Formerly A.H. Barber Creamery Supply Co.)

Home Office
300 W. Austin Ave.,
Chicago

Twin City Office
2490 University Ave.,
St. Paul



Facts About Excelsior Pads

The widespread use of excelsior pads is the best indication of their utility. From a mere experiment, they have become a recognized part of the standard egg package. The results obtained have fully justified their continued use.

Merited Approval

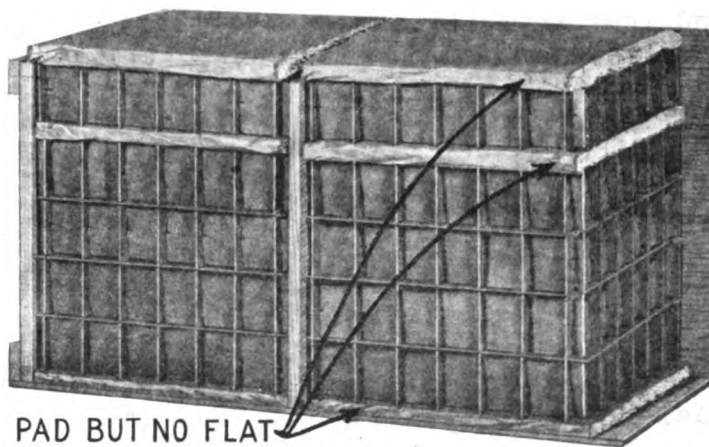
EXCELSIOR PADS have the enthusiastic approval of the Carriers, Important Shippers, Agricultural Bureaus, State Marketing Bureaus, as well as of the men who actually use them in their daily work. This approval is based on merit alone.

They Pay For Themselves

The official figures on claim reduction since the use of EXCELSIOR PADS became widespread, show a net reduction approximating the cost of all the pads that were used.

How To Get Best Results

It is important that the pads be used in the approved manner. Six pads, placed as shown in the illustration below, a new case, and a set of new honeycomb fillers, will give you a pack that is standard. Good results are certain.



In buying pads be sure that you get the benefit of proper construction. The use of the right materials in the production of the pad is also important. We vouch for ours by placing our name and Trade Mark on each individual pad.

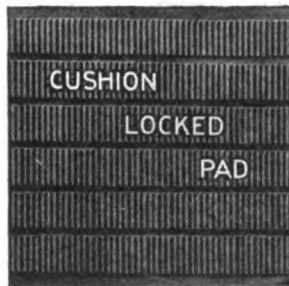
H. W. SELLE & COMPANY

MANUFACTURERS

1000 - 1020 North Halsted Street : CHICAGO, ILL.

CUSHIONED —

To protect eggs from
Vertical Shocks

**LOCKED —**

To prevent Shifting of
Fillers in the Egg Case

VICTOR CLAIREMONT,
President

W. G. HOWARD,
Vice-President

CLAIREMONT STERILIZED EGG COMPANY
160 N. Market Street
Chicago, Ill.

Cushion-Locked-Pad Co.,
208 N. Wells St., Chicago, Ill.

Dear Sir:

We thought it might be of interest to you to hear of the results we obtained from sterilizing a car of eggs which were packed with your Cushion-Locked-Pads.

This car was delivered to us from the shipper without any damage whatsoever.

We handled this car with inexperienced employees inasmuch as we found they could take out the fillers of three dozen at a time very easily, on account of the more rigid construction of your Cushion-Locked-Pads, and it came out with considerably less checks and dead loss than any car we have ever handled.

We found no disadvantage in using the Cushion-Locked-Pads in the process of sterilizing eggs. The fillers can be slipped just as easy with your pads as with the ordinary dividing boards, by merely lifting the front part of the filler up slightly, because of the pad having a smooth bottom.

Your product has many merits and is so simple, yet it meets all the requirements necessary to eliminate damage without any demerits, and I can very readily see how eggs are protected from all shocks in transit, storage packing or any other handling.

I predict your Cushion-Locked-Pad will be in general use by all produce dealers as soon as they become acquainted with their merits.

Yours very truly,

CLAIREMONT STERILIZED EGG CO.,
By C. B. Faulkner.

CBF:GD

Write for Free Sample of Cushion-Locked Pads

CUSHION-LOCKED-PAD COMPANY
208 N. Wells St., CHICAGO, ILL.



Vol. 7

CHICAGO, ILL., JULY, 1923

No. 10

Executive Committee Meeting

Annual Convention Dates Set—U. S. Standards Discussed— Executive Office Activities Reviewed

The Executive Committee of the National Poultry, Butter and Egg Association held a protracted session at Chicago on June 11.

Those present were: Henry Pfeiffer, Logansport, President; George H. Broeder, St. Louis, Third Vice President; Frank G. Heilman, Chicago, Secretary; Frank A. Kelly, Chicago, Treasurer; Gus Ludwig, New York; L. B. Kilbourne, Chicago; J. M. Klein, New York; Charles E. McNeill, Chicago, Advisory Council.

Those absent were: R. R. Baer, Topeka, Kansas, absence due to high water and probable flood. M. A. Hagensick, Des Moines, travelling in the East; O. I. Clevenger, Marion, Ohio, detained by urgent business; C. S. Borden, Chicago, detained on account of illness in family.

The first order of business was the review of a report submitted by Executive Secretary Harrison F. Jones, wherein reference was made to the activities of the Executive Offices for the first five months in the present calendar year. This report was exhaustive and included the history and present status of all matters now pending in the Executive Offices. These matters have been published in the National Poultry, Butter and Egg Bulletin from time to time and they will not be repeated in this report.

U. S. Standards.

A new question of paramount importance is the proposal of the Government to create U. S. Standards, Classes and Grades for Eggs. Concerning this matter it was the view of the Committee that members of the Association are intensely interested and the Executive Secretary was instructed to inform the Government of this interest and to request the Government, that, in the event it should hold conferences on the subject, that its invitation list to such conferences should include this Association and that on receipt of such invitations the Committee would send accredited delegates, from time to time, as the Government might indicate.

The Annual Convention

The Committee formally set the dates for the Seventeenth Annual Convention. These dates are: Mon-

day, October 8, and Tuesday, October 9, 1923. The headquarters are Hotel Sherman, Chicago.

Tentative Convention Program

After setting the dates, the following tentative program was agreed upon.

Monday, October 8

Morning business session to convene at 10:30. At this session the formal reports of officers and standing committees will be received and such other business transacted as may develop. This session will adjourn promptly at 12 o'clock, noon, and immediately sit down to a

Noonday Luncheon

At this luncheon President Pfeiffer will present the President's annual address, which will be followed by at least one fifteen minute address by a business man of national reputation. This address will be confined to one of the several 'live' questions of the day and will be addressed to business men in their own language. It is possible, and, in fact, quite probable, that there may be two such addresses, but this will be determined later and will depend largely upon the inclinations of the members.

Topic cards will be placed at each place at the tables, whereon members will be requested to mention the name of any subject that they want to discuss or hear discussed. These cards will be collected in the course of the luncheon and after the addresses, these subjects will be informally discussed. At this session, also, the report of the nominating committee will be submitted and a resolutions committee appointed.

The Annual Banquet

The Seventeenth Annual Banquet will take place as usual, on Monday evening. This will be in charge of the Chicago Trade

Tuesday, October 9

There will be but one business session on Tuesday. This will convene at 1:30 o'clock in the afternoon. At this session, any "topics" which happen to remain over from Monday will be discussed and new business may be presented. After this will come the report of the resolutions committee, election and in-

-Master-Made

Q W O N D E R F A T

Station feed for milk feeders

Shipping feed for live shippers

Q Y O U R feed — *vitalized*

Q A d d r e s s —

WONDERFAT Poultry Feed Dept.

Produce Exchange Building,

Kansas City, Missouri

W O N D E R F A T

stallation of officers for the ensuing year, address of the president-elect, the selection of the convention city for the year 1924 and final adjournment.

The Entertainment

The entertainment of members and their ladies will be in charge of Chicago members. Due publication of this feature of the Convention will be made from time to time as plans progress.

Open for Suggestions

The program outlined above is tentative only. The Executive Committee invites suggestions.

Traffic Service Department

The Executive Committee listened with keen interest to the exhaustive report concerning the operations of the Traffic Service Department of the Association.

In the opinion of the Executive Committee, this report merits the most serious consideration on the part of all members of the Association and to make sure that members may know exactly how the Traffic Service Department is functioning, the Executive Secretary was instructed to reproduce the report, in suitable form, and send a copy to all members.

National Wheat Conference

The Committee formally accepted the invitation of Governor Preus, of Minnesota, to participate in the National Wheat Conference, which will be held in Chicago June 19 and 20. President Pfeiffer and Gus Ludwig will represent the Association on this occasion.

Conclusion

The Executive Committee takes advantage of this occasion to tell all members of the National Poultry, Butter and Egg Association that the Executive Offices are *theirs* and that to get the greatest benefits, they must use these offices.

INDUSTRIAL EMPLOYMENT INFORMATION

Building construction in all parts of the country is progressing on an exceptionally large scale. All building tradesmen in the larger cities are fully employed, and the increased activity in this industry has caused a shortage of these tradesmen in many of the larger cities. Road construction is increasing with excellent weather conditions existing, and it is drawing heavily on the available supply of common labor in all States where large programs are in course of construction.

Fewer men are out of employment than at any time previous during the past twelve months.

The pronounced shortage of farm labor which exists in every section of the country is resulting in the curtailing of activities in the farm districts, it being impossible to secure sufficient labor to care for the harvesting of seasonal crops. The unprecedented migration of negro help from the South, attracted by better wages and fewer working hours in a day, is causing considerable hardship to the farmers in the South.

Increased employment is noted in the following industries: Iron and Steel and their products, 9,232; Stone, Clay and Glass products, 319; Liquor and Beverages, 13; Paper and Printing, 528; Miscellaneous, 1,840; Vehicles for Land Transportation, 1,695; and Chemicals and Allied Products, 357, while a decline in the number of those employed in Leather and its finished products, 2,041; Lumber and its manufacture, 817; Tobacco manufacturing, 765; Railroad Repair

Shops, 563; Food and Kindred Products, 579; Textiles and their products, 1,053; and Metal and Metal Products, other than iron and steel, 138.

The foregoing is from a survey made by the United States Department of Labor.

THE STATUS OF COLD-STORED FOODS

An important incident of the growth of the cold storage industry has been a widespread popular misconception of its economic effects. A gradual upward trend in price levels for staple perishable food products that began something over twenty years ago and which was coincident with the period of most rapid expansion of the cold storage industry, was popularly attributed to that expansion and led to violent agitation for legislation designed to restrict the industry. During this period the public was also misinformed as to the methods by which cold storage was being utilized, and the impression was conveyed that perishable foods were being carried in the warehouses for years in order to control prices to the public injury.

These agitations naturally attracted the attention of legislators and propositions for legislation sprang up on every hand, many of them designed to impose restrictions which would have been largely destructive of the industry and of the benefits derived therefrom by the people.

It was only through the untiring efforts of representative men in the cold storage industry, in trade organizations, and among others familiar with the true functions and utility of cold storage, that these radical proposals were modified. But in many states restrictive laws were enacted.

The purposes underlying these enactments have been chiefly two fold—first to conserve health, and second to prevent the supposed enhancement of prices of cold-stored commodities by an assumed undue restriction of available supplies. Aimed at the first purpose are the provisions for supervision of cold storage facilities and products by boards of health and prohibitions against the storage of foods in a condition unfit for human consumption. Aimed chiefly at the second purpose are provisions limiting the periods during which foods may be carried in cold storage and, perhaps less directly, the provisions by which cold-stored foods must be represented as such when sold.

It can be shown that both of these underlying purposes in cold storage restriction are without adequate foundation in popular necessity, and that the legislation, involving a very costly administration and enforcement, is productive of no benefit to the public.

It will not here be claimed that no governmental inspection of premises where food is kept is necessary or advisable. It is claimed, however, that it is utterly illogical and unnecessary to provide such inspectional service upon sanitary grounds, for cold storage plants particularly. Also it is manifestly illogical, in providing public safeguards against the sale of food unfit for consumption, to distinguish, in provisions for inspectional service, between foods that are in cold storage and those that are not. No specific or particular legislation in respect to cold-stored foods is justified in a direction where general application is essential.

We think it is safe to assert that the limitation of the periods of permissible cold storage contained in all existing laws was not designed primarily as a health measure, but to prevent a supposed tendency

on the part of dealers unduly to withhold supplies of food from consumption channels. The mistaken popular and legislative view was that dealers were thus, by unlimited holding, enabled to mulct the consumers of excessive profits. And it was chiefly the same belief, and not any motive based upon the public health, that led to the provisions requiring that foods carried in cold storage shall be branded and sold as such.

These purposes, we believe, are based upon economic fallacies. Without entering here upon any extended argument as to the needlessness of any legal restriction of the storage period, a few axiomatic statements may be set down as self-evident.

(1) The greatest profitable production of a commodity whose production is seasonal, is obtained only when its available supply is spread equally over the full period from one season of maximum production to the next.

(2) The greatest and most beneficial function of cold storage requires such preservation of food from one period of maximum production to the next—a period of twelve months.

(3) There are natural limitations upon the period during which food can be profitably carried in cold storage which conform exactly with the public welfare. It is manifestly unprofitable to carry any food to a point of deterioration at which it will be unmerchantable or to carry it until its quality has fallen below a public need at a valuation profitably proportionate to its cost. Such a demand for it at any time is proof of the public benefit from its carriage. Further, it is manifestly unprofitable to carry food at considerable expense from a season of maximum production and normally lowest cost to compete with fresh production a year later.

These natural commercial limitations make legal restrictions unnecessary.

(4) Relating to the above natural limitations is the fact that profits cannot be made by merely accumulating perishable foods in cold storage, but only by selling them into consumption. And whenever they can be sold into consumption at a profit it is a clear proof of service to the public, for without such supplement to the available supply any relative scarcity would be greater and prices inevitably higher.

As to the legal provisions that cold-stored foods must be branded and sold as such there is strong argument that such requirement is unnecessary and contrary to the public interest.

Consumers of foods subject to cold storage preservation because of their seasonal production are concerned only with quality in relation to cost. Their safeguard lies in intelligent buying and in normal trade competition. There is no other possible safeguard in respect to these foods when non-cold-stored, and the branding of cold-stored products as such gives no reliable indication of their quality, since all possible merchantable qualities may be found in either non-cold-stored or in goods that have been more or less under refrigeration.

In respect to perishable foods which cannot be distinguished as cold-stored by examination of the food itself laws designed to compel the sale of the cold-stored portion as such cannot be uniformly enforced and any considerable attempt at enforcement is extremely costly, with no compensating public benefit.

Such laws tend to increase an unwarranted prejudice against cold-stored foods, create price differences

between cold stored and non-cold-stored products sold in accordance that may have no foundation in quality, and place a premium on violations, so that incomplete enforcement leads to serious disadvantage in trade competition to all dealers who scrupulously abide by the law.

"Freshness" in perishable foods has no real meaning in the popular understanding apart from quality except as restrictions upon refrigerated foods have created a prejudice that has no necessary foundation in quality. And environment has more effect upon quality than age within reasonable limits.

The fullest and most beneficial function of cold storage preservation in equalizing supplies seasonably, in encouraging and making possible the maximum production and in tending toward stability of prices, can be gained only by a free and unrestricted competition of cold-stored products with those of current production on the basis of quality only. And under such freedom of competition abnormal profits in retail distribution of cold-stored products, possible in violations extremely difficult of detection and due to restrictions and prejudices created by the law itself, would be eliminated.

Of late years there has been a better general understanding of the beneficial functions of cold storage preservation of perishable foods. A fuller knowledge of economic effects may some day create a popular demand for the repeal of the unnecessary and harmful features of present restrictive laws.—Supplement New York Produce Review and American Creamery.

AN EDUCATIONAL EFFORT

In this issue of the 'Bulletin' there is reproduced an essay prepared by Clarence B. Lippert.

There is a little story connected with the essay that members of the association should know and it developed from the fact that President Pfeiffer is a firm believer in the plan of educating the public (particularly the boys and girls), concerning the production and distribution of our products.

By reason of his ideas along this line, he has made many warm friends among whom he includes Professor Phillips of Purdue.

At the last annual convention of the Indiana Association, Professor Phillips was insistent that the 'National' should put up a trophy to be given to the student who would write the best essay on a poultry subject, for the purpose of encouraging production. President Pfeiffer saw forty-eight states, several times as many colleges with the same number of trophies and a treasury that could not stand the pressure. He therefore had to forego the pleasure of putting up the trophy for the 'National', much as he disliked to. A friend, however, who has great faith in Mr. Pfeiffer's ideas, and also in boys and girls, said he would put up the money, if Mr. Pfeiffer would permit him to. The money was forthwith put up and Clarence Lippert was awarded the National Poultry, Butter and Egg Association Cup. In addition, Clarence won also a gold medal hung up by the Indiana Poultry Association, a cultivator, and another trophy. He was also named Grand-sweepstakes Winner, on account of which another large trophy was presented to the Aurora High School, Aurora, Indiana, in which he is a senior.

It is with the hope that other students may be given encouragement, that the essay of Clarence Lippert is reproduced.



Get 'Em to Market *in the* Choicest Condition

THE GREATEST DEVELOPMENT in fattening and live car shipping rations in the history of the poultry industry is

FUL-O-PEP FATTENING FEED

It is the result of years of most careful, scientific study and practical commercial feeding. Carload shippers and crate fatteners will find Ful-O-Pep Fattening Feed gives them greater and more economical gains and gets their birds to market in the choicest condition. Ful-O-Pep Fattening Feed distributes fat evenly—makes smooth, firm flesh and a perfect bleach.

Ful-O-Pep Fattening Feed absorbs an unusual amount of buttermilk or water quickly—can be fed within 15 to 30 minutes after mixing which insures a fresh, unfermented, appetizing ration.

Write us for free sample and further facts.

INGREDIENTS

Rolled Hulled Oats	Corn Germ Meal
Oatmeal	Ground White Corn
Low-grade Wheat Flour	Linseed Meal
Bran	Ground Puffed Rice
Middlings	Bone Meal

ANALYSIS

	Per Cent
Protein	15
Fat	5
Carbohydrates (Nitrogen free Extract)	60
Fiber (not to exceed).....	5



The Quaker Oats Company

Poultry Service Dept.
1635 Ry. Ex. Building,
Address:
Chicago, U. S. A.

STORE YOUR
EGGS
IN THE

CALUMET
REFRIGERATING
COMPANY

337 ALEXANDER STREET

CHICAGO

Direct Connections with all Roads Entering Chicago

JOHN T. BRADY, Vice-Pres't and Gen'l Manager

A YEAR'S EXPERIENCE IN CAPONS

By Clarence B. Libbert

The following article is the essay that won grand sweepstakes over more than six hundred papers considered in the Purdue Agriculturist's Prize Essay Contest this year.

Through the influence of my father and some local poultrymen, I became interested in caponizing and decided to carry on a year's project with capons. My main object was the solving the following problems: Breed preference, hatching date, feeding methods, and marketing.

My first actual work was the purchase of the needed tools. I chose a set, manufactured by a firm in Kansas, which consisted of knife, spreaders, hook and probe combined, special form removers, and a book of instructions.

Prior to my first attempt on some Rhode Island Reds hatched late in January, I carefully read and memorized the book of instructions. I experimented on the first bird, alive, and strictly by myself. In spite of the fact that I had not previously used a dead bird, I found the operation surprisingly easy.

My operating room was prepared with two tables. One contained a shallow pan with the instruments immersed in a strong bichloride of mercury bath, and a pan of the same solution to rinse my hands. The operating table was on a tripod, tilted about ten degrees, with the table surface about twelve by fourteen inches.

On my second day of actual caponizing I tried sewing the birds, acting on the advice of my father, a practicing physician. He furnished me with some No. 0 catgut, purchased in bulk and prepared for use by soaking in alcohol. A curved surgical needle and a needle holder were also required. The flesh only was sewed, passing the thread around the two ribs, one on either side of the wound, and tying. It is not advisable to sew the skin as it naturally heals very quickly; and the opening in it for the first two or three days gives an opportunity for drainage. Only half of the birds caponized at that time were sewed. The difference was noticeable almost at once. Those sewed were much more active; none of them developed puffs of wind under the skin, compared with about twenty-five per cent puffing on the unsewed stuff; and the wound healed two to four days sooner. From that time until the end of the season I caponized several hundred birds and sewed all of them and feel that I cannot too strongly recommend the practice.

I caponized and had under my personal supervision during the last year: White Leghorns, Barred Rocks, White Rocks, Rhode Island Reds, and Buff Orpingtons. These were caponized at different times of the year and at different ages. I found that the younger the chick, the better. The shock was less, and less bleeding, fewer deaths, and a quicker recovery resulted on the youngest birds. In fact, I had the best results with chicks weighing a little better than a pound, with the testicle about the size of a large grain of wheat.

One day I accidentally made the incision back of the last rib. On opening up the abdominal cavity I found that both the testicles were in easy reach from the one side. Further experiments verified these results, and no bad effects were resultant when the wound was sewed. Care must be taken, however, to

sew the flesh only, and not to catch the muscle controlling the leg which is near the place of the incision. Some two hundred birds were caponized using this method and I found it beneficial to both bird and operator.

The feed after the operation was a dry mash with plenty of available water. After this they were returned to their original quarters and ration.

By sewing, no trouble from puffing will result, the wound will heal in a week and growing will be resumed in about two weeks. No attention need be paid to the stitch, since the body tissues will absorb the catgut.

After caponizing, my birds were allowed bluegrass and sweet clover range, with access to underbrush where they might be comfortable during the hot part of the day. At their roosting quarters was kept an outdoor mash hopper with corn as the grain and the standard 5-5-3 Purdue mash of bran-shorts-tankage. This with a water barrel constituted their summer's care.

Weight records were kept which served as invaluable feed checks. Whenever the grains fell below a certain standard, variety was introduced to bring the growth back to normal. On an average they gained one pound per month on range.

The middle of October they were confined to a run which was merely large enough for exercise. During this period they were fed as formerly, with the single exception that the mash was fed wet to induce larger consumption.

Two weeks before they were to be sold they were confined to a house twelve by fourteen feet, with an equal size, gravel covered, outdoor run. All the corn possible was fed. Shorts and cornmeal were mixed to a sloppy consistency for their mash feed. Epsom Salts and charcoal were liberally used as conditioners.

One of the large railroad companies bought the entire flock with the exception of three or four that had been sold or used, for use on their dining cars, paying 38c alive, delivered at the local station. The capons averaged 7.222 pounds in weight at the time that they were sold.

The following is a summary of costs and receipts:

Expenses	
Up to three months, 50c per.....	\$ 51.50
Three to nine months, 1/2c per day.....	103.00
Miscellaneous, caponizing set, etc., 10c per...	10.30
	<hr/>
	\$164.80
Receipts	
B. & O. Railroad, 98 birds, 715.75 at 38c.....	\$271.98
Sold previous	25.00
	<hr/>
	\$296.98
Summary	
Receipts	\$296.98
Expenses	164.80
	<hr/>
Profits	\$132.18
Average expense per bird.....	\$1.60
Average gross receipt per bird.....	2.85
Average net receipt per bird.....	1.28
Profit over investment.....	80 per cent

From my first year's work I have arrived at the following conclusions: First, the Barred Plymouth Rock was the most satisfactory of the five breeds that I tried. They will furnish a heavier, more compact bird in the given time. They present a better appearance both on foot or dressed.

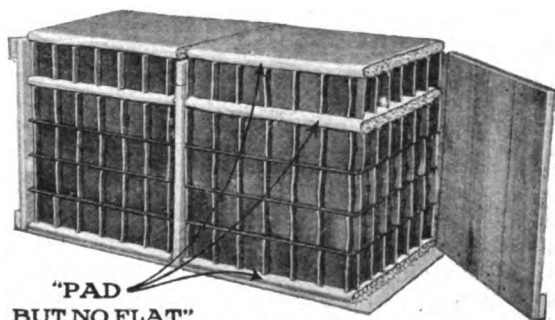
EXCELSIOR EGG CASE PADS

No Longer An Experiment

Improved Excelsior Egg Case Pads have now become as staple an article in egg packing as a set of new Standard Honeycomb Fillers or new Standard Egg Cases.

CARRIERS APPROVE

The railroad and express companies are now advocating a general use of Excelsior Pads, as their observations during the past season have convinced them that breakage can be practically eliminated through this method of packing.



PROPER USE

The results of the past season prove that when Pads are used, **six to the case**, as shown in above cut, breakage can be reduced to a minimum heretofore thought impossible. The saving of one egg covers the cost of the two additional pads under the top tiers and is the cheapest insurance against breakage you can buy.

IMPORTANT

The manufacturers' name and address should appear on each pad. All pads manufactured by us bear the following "trademark" and assure you of standard construction:



EXCELSIOR WRAPPER CO.

Grand Rapids, Mich.
Sheboygan, Wis.

Manufacturers

Chicago Office:
224 W. Kinzie Street

Second: The industry is profitable, barring, of course, undue losses from disease and vermin. It is very nearly what might be expected from a good producing hen.

Third: In the actual operation I am convinced that the incision should be made back of the last rib, and that the incision be sewed.

Fourth: The earlier in the year the capons are started, the better. The cockerels should be caponized at as early an age as possible. It will make for less slips, and finish out a heavier bird.

I might mention that I found that much-maligned Leghorn a very satisfactory capon for the family table of four or five people. It has all the flavor and quality of the larger bird without the excessive weight, which could not be conveniently utilized by the small family.

NEW EGG LAW FOR NEBRASKA

"An act to prohibit the sale of eggs unfit for human food and to provide a penalty for the violation of this act.

"Be it enacted by the People of the State of Nebraska:

"SECTION 1. *Eggs when unfit for Human Food.* For the purposes of this act an egg shall be determined unfit for human food if it be addled or mouldy, a black rot, a white rot or a blood ring; or if it has an addled yolk or a bloody or green white; or if it be incubated beyond the blood ring state; or if it consists in whole or in part of a filthy, decomposed or putrid substance.

"SEC. 2. *Eggs to be Canded.* Every person, firm or corporation engaged in the business of buying eggs in this state for resale or consignment before or after storage, shall, except during the months of January, February, March and April, cause all eggs bought, sold or consigned, to be candled and shall pay only for edible eggs. Every person, firm or corporation engaged in the business of buying eggs in this state for resale or consignment shall provide an adequate place for the accurate candling of eggs and a suitable place for the eggs intended to be used for human food.

"No person, firm or corporation shall in the buying or selling of eggs, take or give a greater or less dockage for eggs unfit for human food, as defined in Section 1 of this act, than the actual dockage which has been determined by the careful candling of such eggs as herein provided for.

"SEC. 3. *Candling Certificate.* There shall be placed on top layer under the top flap, in each case of candled eggs, by the person who candled same, a candling certificate. Such candling certificate shall be printed on cards or sheets of paper no smaller in size than 2¼ by 4¼ inches and shall give the date or dates of candling the eggs contained in the case in which it is placed, the name, the initials or number of the person candling the eggs and the name of this state and post office of such person or firm candling such eggs.

"SEC. 4. *Rules and Regulations.* The Department of Agriculture shall have authority to promulgate such rules and regulations as are necessary promptly and effectively to enforce the provisions of this act.

"SEC. 5. *Penalty.* Any person, firm or corporation failing to comply with the requirements of or violating any of the provisions of this act shall be deemed guilty of a misdemeanor and upon conviction thereof shall be fined in a sum not less than \$10 nor more than \$50 for each offense."

GETTING READY FOR THE LIVE POULTRY CROP

**Building Program of L. P. T. Co. Going Forward—
Waldo Johnson Sees Over-Production and
Offers Suggestions**

With last season's shipping experiences still a green memory, coupled with the early predictions of the U. S. Department of Agriculture that the poultry crop of 1923 "will be enormous", live poultry shippers are more or less anxious to find out what transportation facilities will be available.

The Executive Offices have been keeping in close touch with the situation and in an interview with Waldo P. Johnson, Vice President of the L. P. T. Co., on June 27, Mr. Johnson stated that his Board of Directors, on June 26, authorized the building, at once, of 120 additional all-steel poultry cars and that these cars would be put in service during the months of July, August, September and October, at the rate of 30 each month.

Concerning the entire building program, Mr. Johnson stated that he had every reason to believe that it would go through without a hitch and that barring unlooked for happenings he would have a total of 1944 first-class, all-steel cars in service with a reserve of some 500 wooden super-structure cars for emergencies. With this supply of cars and normal railroad service he would be able to handle 3,000 loads of live poultry a month.

Concerning poultry production Mr. Johnson stated: "There is no question in my mind but that the stock of poultry being produced this season, together with what is already in farmers' hands, is the heaviest in the history of the industry and there is some question in my mind as to whether the consuming markets will be able to absorb the supply when the real rush of heavy marketing commences. It is apparent to my mind that there is an overproduction of all classes of meat producing animals, including poultry."

With this situation of alleged over-production confronting producers and shippers, Mr. Johnson was asked if he could give any hint as to how the crop should be marketed, so as to result in profitable business. In answer to this question, Mr. Johnson stated: "If the farmers could be induced to market only the cockerels as broilers and roasters and cull out their old non-egg-producing hens and market them gradually, holding all their pullets until after January 1st, it would prevent, to some extent, over-supplying the markets and have some tendency to keep the prices of poultry from becoming ridiculously low during the balance of this season and pullets held over would command a better price during the first four months of next year."

In this interview with Mr. Johnson another item of interest to poultry dealers developed, and that had to do with the dismantling of the old cars. Much of the material taken from the obsolete cars would go a long way toward the erection of holding stations of approximately the same size as the cars from which it was taken. This material consists of wire screens, coop doors, hinges and catches, troughs, shells, etc. To members of the 'National' Mr. Johnson will quote "right" prices and give directions as to the construction of the holding station.

EGG CASES

POULTRY BOX SHOOKS

"Only One Kind—THE BEST"

COTTONWOOD

Carefully Manufactured—Securely
Bundled—Uniformly Graded

THIRTY-FIVE YEARS' experience in
serving the Egg Case Trade has
established the fact that
the symbol



means QUALITY

"Quality Goods should be shipped in
Quality Cases"

"A REQUEST WILL BRING A
QUOTATION"

AMPLE TRUNK LINE FACILITIES
INSURE PROMPT SHIPMENTS

Anderson-Tully Co.

Memphis, Tenn.

J. G. CHERRY CO., Sales Representatives
Cedar Rapids, Ia., Tama, Ia.,
Peoria, Ill., St. Paul, Minn.

MEXICAN MARKET FOR EGGS

From a Report by Consul Thomas D. Bowman, Mexico City, December, 1922

The market for American eggs in Mexico has increased remarkably within the past few years. Since eggs have always been produced in large quantities within the Republic, the increase in the imports of these products may be attributed largely to the decline in domestic production.

Consumption and Supply

The distribution of eggs of local origin is not concentrated in the hands of large jobbers as in the United States. The business of a few large produce distributors in Mexico City is confined to the local markets near Mexico City. In every town and hamlet, and on every farm, chickens are kept, and the product is disposed of locally, direct to the consumer. The favorite method of distribution is by daily sale at the public markets in each community, or by house to house peddling. For this reason it is impossible to arrive at even an approximate estimate of consumption. It may be said, however, that eggs constitute important articles of food in general and steady demand in Mexico.

Mexico's imports of eggs come mainly from the United States, and the following table shows the amounts exported from the United States to Mexico during the years mentioned:

(Eggs in shell—Storage)

1913	847,615
1918	1,735,562
1919	1,866,037
1920	1,749,839
1921	5,936,196
1922	9,071,306

Mexico imposes a tariff on imported eggs, and this tariff in United States currency is as follows:

Fresh, per pound, gross weight.....	\$0.011
Preserved in shell, pound, legal weight. .	.045
Preserved in tins .....	.045

Approximately forty carloads of eggs were shipped into Mexico City monthly, during the year 1922. Mexico City is the most important consuming, as well as distributing center of the Republic; Tampico and Monterey probably rank next. The American exporter has every advantage in the Mexican market, principally because of proximity and established trade relations in allied lines. By far the bulk of consumption is of native production, since the imported product cannot be had in fresh form. The consumption of the imported products is limited to the larger towns and cities. The only logical explanation for the increasing demand for storage eggs is under production, and lack of storage facilities. Mexico has no produce storage warehouses and cannot conserve its excess production of eggs in the season of generous productivity for distribution when production lessens.

Sales Methods

The importation of eggs into Mexico is controlled at present by the large distributors in the United States who maintain traveling sales representatives or who sell on a commission basis through a resident American agent.

Eggs are imported by rail in carload lots.

The retail price of eggs in Mexico City in December, 1922, in United States currency, averaged 50 cents per dozen.

Panama

In this connection the following are the figures covering eggs shipped in Panama from the United States:

1918	630,880
1919	698,130
1920	571,865
1921	831,105
1922	806,487

(The foregoing report concerning Mexico was extracted from a report contained in "Commerce Report No. 5, of January, 1923.")

(Very recent information is to the effect that the mixed commission has practically agreed upon terms which will produce recognition of Mexico by the United States. It is predicted that both governments are to accept the terms of the agreement.)

THE DAIRY PROBLEM IN CUBA

One of the most interesting and practical subjects to be considered at the World's Dairy Congress, which holds its opening sessions at Washington, D. C., on October 2 and 3, adjourn to Philadelphia, Pa., for October 4, and continue at Syracuse, N. Y., in co-operation with the National Dairy Exposition from October 5 to 10, will be that of dairying in the tropics. L. A. Rogers, Director of the Research Laboratories, Dairy Division, United States Department of Agriculture, who is chairman of the Congress Program Committee, is seeking authorities to take part in this discussion. An illuminating side light on the Cuban situation is contained in a letter just received by the World's Dairy Congress Association from a Government representative in the island. This excerpt reads:

"No list has been compiled of butter or cheese manufacturers, or manufacturers of dairy machinery. The butter and cheese output is very slight compared with the great supply imported. Cheese and butter still remain almost a home industry and there are no manufacturers on an important scale. Dairying in Cuba has not been developed to an appreciable extent and large quantities of condensed milk are imported to meet the demand.

"Near the cities are found small dairies that supply the neighborhood, but none of these dairies is large. Owing to the sub-tropical climate, the preservation of milk is difficult and at present no facilities are supplied for refrigeration in transportation. Much of the milk sold in Havana is not recommended as healthful in its raw state and, in fact, the practice amongst the native population is to boil before drinking it. Any educational measures, such as the World's Dairy Congress, or any new methods for preserving and distributing milk in a wholesome state would undoubtedly be of untold benefit here."

MODERN EPITAPHS

Here lies the body of Henry Day,
Who died disputing the right-of-way.
Henry was right, as he drove along,
But he's just as dead as though he was wrong.

Makes 10 Days Gain In 5 Days



Dilute rations produce slow gains
Concentrated rations quick gains
Gains are a question of nourishment, not time

We guarantee satisfaction
Hales & Hunter Co. Chicago, Ill.

HALES & HUNTER CO.

327 So. La Salle St.,
Chicago, Ill.

Please send me a sample of RED COMB
CRATE FATTENER [WITH^{OUT}] DRIED
BUTTERMILK, and delivered prices.

NAME

ADDRESS

ESTABLISHED 1894

**"When You Want the Coin—
Ship to Coyne"**

**FRESH EGGS WANTED
CREAMERY BUTTER
LIVE POULTRY**

Carlots or Less

Financial Responsibility Exceeds \$200,000.00

Coyne Brothers

Telephone Main 2835

**119 W. Southwater St.
CHICAGO**

ESTABLISHED 1889

C. H. Weaver & Company

67 W. South Water St.

CHICAGO

Headquarters For

**BUTTER, EGGS,
FROZEN POULTRY**

**Always Open for Business,
Either to Buy or Sell**

ANNOUNCEMENTS

HARRY H. FIELD & CO. of Chicago, announce the opening of their MILWAUKEE office, at 357 Broadway, under the personal supervision of Charles G. Middleton, Manager.

* * * *

NATIONAL DAIRY ASSOCIATION, after June 15 and until November 1 will be located in the Grand Opera House Building, Syracuse, N. Y.

* * * *

R. GERBER & COMPANY, CHICAGO, Manufacturers, Wholesalers, Jobbers, Importers and Exporters of all kinds of Foreign and Domestic Cheese, have organized as a \$350,000 corporation and have removed from their old address on South Water Street (where they were located for nearly fifty years), to 12-14 East Kinzie Street, where they have a long lease on a 6 story and basement building.

* * * *

J. M. KLEIN, NEW YORK, former President of the National Poultry, Butter and Egg Association and at present a member of the Executive Committee, after a few days retirement from business, at the urgent request of friends of long standing, has again entered the field and has located at 448 West 14th Street.

* * * *

STONE & DIXON, INC., 162 PERRY STREET, BUFFALO, is the name of a new corporation which is the consolidation of the business of F. F. STONE and GOULD & DIXON. Mr. Stone was formerly located at 98 West Market Street and has been a member of the 'National' since 1913.

* * * *

CARNATION MILK PRODUCTS COMPANY, OCONOWOC, WIS., announce the removal of their Chicago Offices, to their new office building in OCONOWOC.

* * * *

COYNE BROTHERS, 119 W. SOUTHWATER STREET, CHICAGO, submit the following:

"Be strong EAT EGGS Live long!	and	"Lay on McDuff EAT EGGS Good stuff!
--------------------------------------	-----	---

Has any member as good slogans to offer? Send them along.

* * * *

MERRILL & ELDRIDGE, CHICAGO: Charles J. Eldridge, President of Merrill and Eldridge, Chicago, recently made a circuit of the Eastern Markets looking for trade information which he intends to pass along to his shippers.

* * * *

THORNDIKE & GERRISH CO., BOSTON, will reorganize on July 1. Joshua Thorndike will retire. Harry Gerrish and James K. Crosbie will constitute the members of the reorganized firm and will continue to do business under the firm name of Thorndike & Gerrish Co.

* * * *

PURINA MILLS, ST. LOUIS, "Points The Way To Larger Profits", by means of a neat little publication called the FATENAGRAPHS—free for the asking.

* * * *

ELMER L. ARMINGER, CHICAGO, returned from New York and Washington after a two week business-pleasure trip. He states that he likes to travel in the east, but that if he has supplies that he wants

to get to destinations in record time, he likes to start them out over the KANSAS CITY SOUTHERN because that road is providing ONE HUNDRED PER CENT SERVICE.

* * * *

F. S. JACOBY, Secretary of the Ohio State Association and in charge of the Poultry Division of the Ohio State University, has resigned the latter position and after July 1, will devote his entire time and attention to his Baby Chick Business. Mr. Jacoby was a caller at the Executive Offices on June 30.

* * * *

J. J. BADENOCK CO., 400 N. UNION AVENUE, CHICAGO, manufacturers of C-EM-GROW POULTRY FATTENER, were admitted into membership of the Association at the last meeting of the Executive Committee. The firm was recommended by President Pfeiffer.

The writer has known the Badenock family in Chicago for over thirty years—all athletes and over six feet in their stockings. C-EM-GROW might be the secret.

* * * *

Gus Ludwig, Chairman of the Membership Committee and member of the Executive Committee, paid a flying visit to the Executive Offices on July 2 on his way to New York from Minnesota.

NEW BUTTER INSPECTOR FOR 'NATIONAL'

John W. Miller has been appointed official Butter Inspector for the National Poultry, Butter and Egg Association, for the Chicago territory, vice Frank Sweeney, resigned.

Mr. Miller is a well known butter man and enjoys a national reputation as an efficient inspector. He is connected with the firm of C. H. Weaver & Co., 67 W. Southwater Street, Chicago.

Henry Broeder

Henry Broeder, of the firm of Henry Broeder's Sons Commission Company, St. Louis, passed away on July 1, 1923, aged 58 years.

Mr. Broeder was a resident of Montgomery City, Missouri, where for many years he was in charge of the Broeder Produce House at that place.

He was the son of Henry Broeder, Sr., one of the pioneers in the egg business in this country, and a brother of George H. Broeder, a member of the Executive Committee of the National Poultry, Butter and Egg Association.

J. D. Minium

At Clear Lake, Iowa, on July 3, 1923, J. D. Minium, Vice President of the Iowa State Association and a member of the National Poultry, Butter and Egg Association since 1917, passed away.

Mr. Minium was well known to all members of the two associations, who esteemed him highly. He was a particularly good friend of the 'National' and his remarks on the floor of the last annual convention concerning the creation of a Traffic Service Department carried great weight with the Executive Committee.

In the councils of the 'National' Mr. Minium will be greatly missed.



Poultry Fatteners Live Car Shippers

Remember

MacX Chicken Gruel

Fattens Faster

With a Finish and Bloom

That poultry buyers are always seeking—are you using MACX CHICKEN GRUEL this season?

Shippers of live cars over the C. & N. W. Ry. through Clinton are taking advantage of a service we installed for them—that of placing MACX CHICKEN GRUEL aboard their cars bound east.

Just wire us car number, when car will reach Clinton, Iowa, amount of feed you want put aboard. We do the rest. DAY OR NIGHT SERVICE.

WRITE TODAY FOR PRICES.

Manufactured Exclusively by

MACX FEED MILLING CO.
CLINTON, IOWA

Taking the Worry Out of the Declining Market

"When your car of eggs is ready for shipment, simply wire your broker to sell a car of eggs for future delivery, on the Chicago Mercantile Exchange. If you are shipping more than one car, do this same thing car for car. Then you are reasonably protected. You need have little cause for worry about price variations. If the price stays where it was when the car left your town, you have practically offset your loss on the car sold short.

"If the price goes down, you make a profit on the short sale because the future market, acting in sympathy with the spot market, will decline also. It is the shipper who sends unhedged cars to market who is taking chances."

(From the new booklet on "Hedging," published by the Clearing House Educational Bureau of the Chicago Mercantile Exchange. Get all the facts about Hedging by sending for a free copy.)

***Send for
Free Booklet
on "Hedging"***

Address

S. EDWARD DAVIS, Business Manager

Chicago Mercantile Exchange

THE MARKET PLACE
FOR BUTTER AND EGGS

La Salle Street at Lake Street

CHICAGO

Executive Office Activities

The report of the Executive Committee Meeting of June 11 is published in this issue of the 'Bulletin.' In that report it is stated that the Executive Secretary submitted an exhaustive report covering the activities of the Executive Offices for the first five months in the present calendar year. Among the subjects included in the Executive Secretary's report are the following:

State Legislation: Co-Operative Marketing Bills; Cold Storage Law amendments; Egg Candling Law Amendments.

Traffic: Hearing on Packing, Loading, Delivery and Inspection Rules; Hearing on Stated Refrigeration; Express Rate and Service Hearing; various Rate Adjustments.

Transportational Facilities: Refrigerator Car situation; Live Poultry Car situation; Clean Live Poultry Cars.

Supplies: Loose excelsior; Excelsior Pads; new devices.

Miscellaneous: National Wheat Conference; the National Transportation Institute.

The Railroad Question: Consolidation of the Carriers; Pooling of Freight Cars; Repeal of Certain Sections of the Transportation Act of 1920.

Transportation of Commodities: How to load mixed cars of Poultry and Eggs.

Demands of Members, Individual and Outside Agencies: Too numerous to mention.

Concerning the above matters, it may be stated that so far as State Legislation is concerned, the Executive Offices, for the most part, acted in advisory capacities or by way of co-operation, i. e., on inquiry, they would examine the law in other states and then advise, with a view to arriving at uniformity, or they would investigate for facts and disclose the results of such investigation, with a view to having the proposed law meet the conditions. In certain instances, where these facts were disclosed to the law makers, the proposed law was either killed or properly amended.

In the matters involving Traffic, the Executive Offices took leading parts, and in certain instances were the only active representatives of the trade present at the hearings.

Concerning Transportational Facilities: This is strictly and solely a 'National' enterprise. The Executive Offices acted entirely independently of all other agencies. The purpose is to co-operate with carriers, take time by the forelock, and profit by past experiences.

Concerning supplies: This subject includes the entire egg package. Investigations concluded and being conducted by the Executive Offices have enabled the industry, up to the moment, to successfully resist undue burdens.

Under Miscellaneous but two subjects are included. Included under this heading, however, files may be found in the Executive Offices which bear intimately or remotely, as the case may be, upon the poultry, butter and egg industry from national viewpoints. These files contain practically every subject which is agitating the nation, with the exception of the Eighteenth Amendment, and because of its political importance, it is a question of but a short time when a file on this subject will be included.

("Booze" and "Blocs" may be expected to agitate the nation for some time to come.)

The subjects included under the Railroad Question are vital, not only to this industry, but to the nation at large. Up to the moment the Association, as such, has not taken sides, but the time is ripe for individuals to begin to think about what company they will keep when these questions come before the country. The questions involved are strictly political at the present time, and being such, individual members will be guided largely by what local politicians tell them, or by local sentiment, and in this aspect the Association will have to keep hands off, because the Association is strictly non-political. Individual members, however, should not be swayed by local sentiment nor by political bias. The Shipper in Texas must remember that he ships his products to the New England States, and the Receiver in the New England States must remember that his products come from Texas, and what might be good for Texas, might ruin New England, or visa versa. Hence it is that the proper balance must be maintained, and in this aspect the railroad question must be cared for by the Association as an economic one, and in selecting its political company it will be guided by purely economic considerations.

Under the title "Transportation of Commodities" only one subject appears. An investigation of this subject was made on the suggestion of the carriers. The result of it was published in the National Poultry, Butter and Egg Bulletin for the month of June.

The demands of individual members and of persons and agencies outside of the trade include inquiries concerning practically every subject under the sun. For example, one inquiry might have to do with an intricate proposition of law, and the next would be a reply to the following question: "To what extent do women use featherbone in their wearing apparel, and is this featherbone manufactured from ordinary poultry feathers?"

The above is a mere outline of some of the questions discussed at the last meeting of the Executive Committee.

FARM POULTRY IN MICHIGAN

According to the May Quarterly Bulletin of the Michigan Agricultural College, the fact that 180,000 farms in that state have farm poultry flocks, indicates that this branch of agriculture is becoming one of the most popular and important in the state. The average number of birds in these flocks is 60.4, further indication of the interest farmers in general are taking in poultry.

The poultry industry represents a substantial agricultural investment, with the poultry itself worth \$11,600,000 and the buildings and equipment representing an amount almost as large. The total investment is, therefore, approximately \$20,000,000.

In 1919, the eggs produced from this investment were valued at \$23,500,000, and the poultry raised at \$11,400,000, a combined total of \$34,900,000. This gives some idea of the magnitude of Michigan poultry enterprises as revealed by the 1920 census.

PARTNERS

Economic Prof.—"What is partnership?"

Student—"A firm consisting of at least three parties—a senior partner, a junior partner, and the Government."—*American Mutual Magazine*.

Better Grades

AND bigger profits come to the wide-awake Poultryman who uses UNION Patented Cooling Racks, Equipped with universal spring type bars. Fastest loading and unloading rack ever heard of. Does not injure the fowl. Birds need not be handled from picking room to grader, which means a vast improvement in grades. Many Poultrymen quickly save the cost of the rack in grade improvement alone.

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DEPT. 20

ALBION : MICH. : U. S. A.

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EGGS AS FOOD

When the price of eggs drops during the spring months housekeepers generally feel that the time has come to abandon eggless muffins, one-egg cakes and other dishes in which eggs were sparingly used, and to give the family a good deal of the needed protein in the form of eggs. For the protein of eggs, like that of meat, milk and cheese, is of such kind that the body can use it to particular advantage. Moreover, egg yolks are a rich source of iron and vitamin A.

Eggs can be served in so many forms and with so many other foods that no one need tire of them. In addition to the common ways of boiling, coddling, frying and poaching, eggs can be used in a great variety of custards and sauces, both sweet and sour. There are also as many kinds of omelets as there are tasty ingredients to put in them. Peppers, cheese, tomatoes, minced ham, chopped chicken, jelly and parsley are all good additions to omelets.

The uses of hard-boiled eggs are innumerable. They may be cut up and combined with cream sauce, or the yolks may be put through a ricer and sprinkled over the mixture of chopped whites and sauce to make "goldenrod eggs". They may be made into deviled eggs for picnics or supper by mixing the yolks with salad dressing and seasonings, and refilling the whites. Deviled-egg salad on a bed of lettuce is appetizing, or a plain egg salad may be made by slicing up the hard-boiled eggs and serving them with other salad ingredients. A hard-boiled egg seems to taste particularly good with spinach, and is often used as a garnish for that vegetable. Egg sandwiches are usually satisfactory and least dry if the yolks are first mixed with salad dressing and are then mixed with the chopped whites.

Many dishes calling for a number of eggs, such as souffles, fondues, timbales, and combinations of meat and eggs or cheese and eggs, may be served when they are plentiful. Farmers' Bulletin 487, "Cheese and Its Economical Uses in the Home", which may be obtained free from the United States Department of Agriculture, gives the following recipes, all of which require several eggs: Cheese fondue, rice fondue, corn and cheese souffle, creamed cheese and eggs, baked eggs with cheese, scrambled eggs with cheese, Swiss eggs, cheese souffle, omelets and cheese croquettes.

Eggs may be put into various types of rolls or loaves, containing meat and bread crumbs, or meat and potatoes, improving both their texture and their food value. An entire chapter in a cookbook could be written on cake-making, when the number of eggs called for may be disregarded. As the great problem ordinarily for the housekeeper is to discover recipes for desserts that are economical in respect to eggs, she has no difficulty at the season of plenty in choosing puddings and desserts which require eggs.

Flavored egg-and-milk drinks should not be forgotten. Occasionally it is a good thing to get children to take raw egg in the form of a vanilla, chocolate or orange "egg-nog," while such drinks are usually refreshing and acceptable to those on a light diet or needing nourishment in easily digested form.—United States Department of Agriculture.

EAT MORE WHEAT

Blinks—The undercrust to that chicken pie you brought me was abominably tough.

Waiter—There wasn't any undercrust to that pie, sir; it was served on a paper plate.

TO PORTRAY DEVELOPMENT OF DAIRY INDUSTRY IN U. S.

Preparation of the largest and most extensive single exhibit feature ever undertaken by the United States Department of Agriculture is now under way in the Office of Exhibits. The exhibit is being constructed to portray the development of the dairy industry in the United States and will be shown at the National Dairy Show at Syracuse, N. Y., in October. It will combine newly developed features in the line of portable exhibits and its construction is being supervised by Charles A. Corwin and Paul J. Fair, both of whom have done some of the finest work of this kind in the world for the Academy of Science in San Francisco and the Field Museum in Chicago. Mr. Corwin came to the department from Boston, where he recently finished painting the cyclorama of the Battle of Chateau Thierry for exhibition in that city.

The central feature of the exhibit will be a model in relief of a dairy farm, showing three stages of development comparable to the progress of the dairy farming industry as a whole, and will be of such size as to command a space of 100 feet in length for its display. The foreground of the exhibit will be done in miniature model form, showing the type of animals on the farm, buildings, trees, etc., and this merges into a background so painted that it is difficult for the eye to distinguish where the modeled material leaves off and the painting begins. This type of habitat exhibit has the property of giving much more depth and realism to the scene than would be otherwise possible.

Practically every bureau in the department has contributed something in the way of information and matter to be used in making this a great educational exhibit, for there is scarcely a branch of the department whose work does not have some bearing on or connection with the dairy industry. The first scene of this large feature will depict the average dairy farm as it was in the past before the advent of scientific agriculture and improved methods. While there are many dairy farms still in this stage—where scrub stock are kept, where insanitary conditions are the rule, where antiquated machinery and equipment are still in use and where haphazard methods of feeding are practiced—the next picture shows the improvement brought about by the adoption of some of the improved practices. In this stage, which is called the present, are seen the purebred dairy cattle, well constructed barns and silos, power machinery, good roads and fences and better feeding practices. The third and last scene marks a still more ideal stage in the future of the industry which would be possible if all the present-day knowledge was put into practice. The whole presents an inspiring picture of the improvement of dairying through the use of improved practices, better machinery and equipment and also shows what may yet be expected in the near future with the development of better marketing systems.

Aside from this main feature there will be in the department's exhibit numerous other displays relative to the dairy industry.

CONCENTRATION AND STORAGE OF EGGS

Fort Worth and Denver City Ry. Co., and Wichita Valley Ry. Co., Tariff No. 1647 I. C. C. 381 has been issued to provide for the concentration and storage of eggs on those lines. The tariff is published to become effective July 30, 1923.

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ILLINOIS COLD STORAGE LEGISLATION

Section 8 of the present Illinois Cold Storage Law contains the following:

"The Director of Agriculture shall have power to order any article of food held in cold storage to be removed therefrom before the expiration of the first period of twelve months or before the expiration of any period of extension granted by him for any of the following reasons:

"(1) That the storage of the article of food beyond the time fixed by the Director of the Department of Agriculture in his order of removal will render such article of food unwholesome;

"(2) That the person, firm or corporation storing such article of food has entered into a contract, agreement or understanding for the purpose or with the intent of fictitiously increasing the price of such article of food;

"(3) That the storage of such article of food is for the purpose or with the intent of fictitiously increasing the price thereof;

"(4) That the storage of such article of food tends to create a monopoly;

"(5) That the storage of such article of food tends to restrain or prevent competition in this State in the supply or price of such article. Before such article of food shall be ordered removed from storage, the Director of Agriculture shall give at least five days notice in writing of his intention to make such order, and shall accord the person, firm or corporation receiving such notice a full hearing thereon."

At the last session of the Illinois legislature, the Food Department of the State of Illinois introduced certain amendments to the law, the object of which was to strengthen the procedure for its enforcement.

These amendments were not wholly objectionable to Illinois interests, though those interests did offer suggestions for certain changes, some of which the Food Department readily acceded to. However, the Illinois interests did emphatically demand that in addition to the amendments offered by the Food Department, the law should be further amended by striking out paragraphs 2, 3, 4 and 5 above quoted, and as reasons therefor, advanced practically the same arguments as those advanced by Frank G. Urner in his editorial on this subject published in his *Refrigeration and Cold Storage Supplement to the New York Produce Review and American Creamery* of June 20 and reproduced in this issue of the 'Bulletin'. The further arguments advanced were, that in as much as Illinois was a pioneer State on Cold Storage Legislation, and in as much as the Food Department desired to make certain amendments, it would only be fair to the public and other interests to so amend the law that when this session of the legislature got through with it, it would embody the most modern thought on the subject and as such, might be instrumental as furnishing a guide to other States. The Food Department could not see the force of the arguments advanced and would not agree; hence there was a parting of the ways and the legislature adjourned without taking any action whatever.

Mr. R. C. Stokell, who represents certain Chicago Cold Storage Warehouse Companies, and S. Edward Davis, Business Manager of the Chicago Mercantile Exchange, advanced the principal arguments, and Mr. Stokell reports that members of the legislature seem to have a greater knowledge of the cold storage enterprises than members heretofore have had and that he notes a more generally sympathetic attitude.

Food Departments will have to keep abreast of the members of the legislature and will have to divest themselves of some of their old prejudices, so that

when an opportunity to procure constructive measures arises they may get behind them and push.

In this instance the Food Department of Illinois threw away an opportunity to have constructive legislation placed upon the statute books and likewise an opportunity to serve the producers and consumers of the State.

MISSOURI CREAM GRADES

Butter is the finished product manufactured from cream. The quality of the finished product, butter, is determined by the quality of the raw product, cream. The Missouri cream grading program, which has covered the State in over 500 cream grading demonstrations at country shipping points since August, 1922, has revived and stimulated similar programs in a number of other states. "Make Missouri Cream Better—It Pays" is again the slogan in the 1923 Missouri cream grading campaign.

Opportunity and Responsibility

At least \$2,000,000 more money could annually be added to the profits of Missouri cream producers, if sufficient care were taken of cream, the raw product, to raise the quality of Missouri butter three or four points in its average score test. Such an improvement in the quality of Missouri-produced butter is possible through continued cooperation on the part of the cream producers, cream station operators and the creamerymen's association with the State Marketing Bureau and other agencies.

The means necessary for realizing the much needed improvement to the butter-making industry in Missouri involves a responsibility on each the producer, the cream station operator and the creamerymen, as follows:

Responsibility of the Producer

The Producer should take such care of the cream (by cooling, cleanliness and frequent marketing) as will enable him to deliver it to the cream buying station as high grade No. 1 cream. Less care and attention than this constitutes a situation within which is found all the causes of poor cream.

Responsibility of the Cream Station Operator

The Cream Station Operator should comply with the state laws and all of the well known practices by which the physical properties of cream buying stations are kept absolutely clean and sanitary for the reception and handling of the fresh, raw product from the farms. He should put No. 1 cream in containers separate and apart from No. 2 Grade cream. No. 1 and No. 2 Grade cream should never be poured into the same containers together. Unlawful or unfit-for-human-food cream should be poured into a third set of containers separate and apart from No. 1 and No. 2 Grade cream. A Differential of at least three cents per pound between No. 1 and No. 2 butterfat should be recognized by all buyers. Buyers might also very successfully conduct "Better Cream" campaigns in their respective local territories.

Responsibility of the Creamerymen.

First of all the Creamerymen should demand the grading of cream and the payment of a minimum differential of three cents per pound between No. 1 and No. 2 Grade butterfat at all of their cream buying stations,—regardless of the much exaggerated fear that such a policy will result in the loss of business.

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The matter of a slight to moderate increase or decrease in total pounds of butterfat received at the creamery is relatively unimportant compared with the great necessity of increasing the quality of the manufactured product put on the markets. Therefore, all field representatives should be instructed to give their entire time and attention, while in the field, to ways and means of improving the quality of the cream.

More and better publicity should be kept before the producing and consuming public by the creamerymen and other agencies. Valuable literature, photographs, and placards on the improvement of the quality of cream should be kept before the producers and cream station operators at all times. Training schools should be held in all sections of Missouri for the benefit of cream buyers and producers to the end that they may grade and handle the cream more scientifically, and thereby strive to preserve its original quality.

Missouri Grades of Cream

The following Grades of Cream are established under the Dairy Laws of Missouri:

Extra Grade Cream, shall consist of sweet cream clean in flavor and not to contain more than two tenths of 1% acidity.

First Grade Cream, shall consist of cream that is clean to the taste and smell, slightly sour, free from lumps, curd, dirt and of other foreign matter, and shall contain not less than 25% butter-fat.

Second Grade Cream, shall consist of cream that is too sour to grade as Firsts, may contain undesirable flavors or odors to a slight degree, also that which is too old to grade as Firsts. All sour cream containing less than 25% butter-fat shall be graded as Seconds.

Unlawful Cream, is cream that is old, rancid, moulded, dirty or curdy, or that is produced by unclean separators, or stored, handled or transported in violation of law; and its production, transportation and sale for human food is prohibited.

Undesirable Flavors and Odors of Cream

The Missouri law states that No. 1 Grade cream must be "clean to the taste and smell." Therefore, all cream containing one or more of the following common undesirable flavors and odors must grade No. 2 or lower:

Weedy cream is always Second Grade and frequently unlawful. It is caused by cows eating garlic, ragweed, osage orange, or other strong flavored plants, and is most prevalent in early spring or during the period of short pastures.

Oily cream is always Second Grade or so objectionable as not to be used at all, and has the flavor of kerosene, gasoline or machine oil, due to cream setting in a place near such oils. Carelessness in handling oil about the cream separator generally is the cause.

Cheesey cream is always Second Grade, or unlawful. It smells and tastes like cottage cheese. It is always thin cream, which held at a high temperature, causes it to separate and become lumpy and curdy. Dirty separator or other unclean utensils help this along.

Greasy cream is always Second Grade, or unlawful. It has a taste closely resembling tallow or lard. It is always old cream held in, or coming in contact with unclean separator or vessels.

Bitter cream is always Second Grade, or unlawful. It has a taste similar to quinine. It is cream that has been held too long at low temperature.

Yeasty Cream is always Second Grade, or unlawful. It smells like yeast and is foamy. It is the kind of cream which boils over the can. It contains the germs of yeast obtained from unclean separator or utensils or from exposure to dust or dirt, and held at a high temperature.

Stale or Musty cream is always Second Grade, or unlawful. It is caused by holding the cream too long in ill smelling cans or by the use of stale water in washing cans, or flushing separator bowl, or holding in a poorly ventilated cellar, cave or milk house.

Mettalic cream is always Second Grade, or unlawful. It is caused by rusty milk pails, rusty separator bowl, cream cans, or other utensils.

Kitchen and Cellar Flavored cream is a Second cream, and is that which has absorbed flavors and odors of potatoes, cabbage, ham, bacon, etc., from the surroundings.

Very Sour cream is always Second Grade and is cream held at high temperature. Sometimes it is so sour as to resemble vinegar and always produces sour butter.

Colostrum cream is always unlawful. It is cream from fresh cow's milk used too soon after calving and the sale of such cream is prohibited by laws in most states.

The above flavors and odors cannot be removed and always exist in the butter made from such cream, and this butter brings a lower price than it would if free from them.

Such flavors and odors as defined above should be eliminated by the cream producers. Cream buyers should never mix this No. 2 cream containing such flavors and odors with No. 1 cream, which should be absolutely free from such flavors and odors, and they should always pay at least three cents less for such cream than for No. 1 cream.

The Producer or the Buyer?

One of the most important topics of discussion in Missouri at the present time in relation to the state-wide cream grading program launched nearly a year ago by the Missouri Creamerymen's Association is:

Who is most responsible for the cream of poor quality, the producer or the buyer?

Both are responsible. No producer who aspires to be called a "dairyman" should pass blame to the cream buyer for the low quality of cream which he takes to the market. On the other hand, no cream buyer deserves to be permitted to remain in the business of handling such a perishable product whose quarters for handling same are dirty and unsanitary, and who pours the good and the bad cream received from his patrons into the same can and thereby refuses to pay the producer of good cream a few cents more per pound butterfat than he pays the producer of low grade cream.

The buying of cream on a graded basis in Missouri must come if Missouri dairymen expect to stay in business and compete with the highly scientific dairymen of such states as Wisconsin, Minnesota, New York, and others.

The present dogged resistance to grading cream and paying a liberal price differential between No. 1 and No. 2 grade butterfat will ultimately break down. A new system of handling Missouri cream between the farms and the creamery may replace the present system of passing the cream through hundreds of cream buying stations. Or, the cream buying stations may, through increased efficiency, cleanliness, sanitation, fair dealing, and purchasing cream on a graded basis, survive the rapidly approaching positive demand for the better handling of Missouri cream.

These are plain facts which are acknowledged by all well-informed Missouri creamerymen, cream station operators and buyers, and producers.

(Continued on page 31)

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CHICAGO, JULY, 1923

A Howling Success

Georgia farmers of Floyd County held their first co-operative sale of poultry on June 9, according to the Rome (Ga.) Tribune. They sold 7,800 pounds for \$1,450,000 to J. A. Kelly, of Atlanta, who according to the experts, "paid more than the market warranted". Bids were received from Chattanooga, Nashville, Philadelphia and Gainesville (Ga.), but none of them were close to the bid of Mr. Kelly.

The sale was conducted by a committee of farmers consisting of Will Waters, Homer Davis, Julian Montgomery and Attorney Jim Jones, assisted by M. C. Gay, State Marketing Agent; F. C. Welchel, of the State Bureau of Markets, and L. I. Skinner, District Farm Demonstration Agent. Farm Demonstration Agent Collins launched the sale movement.

When co-operative marketing becomes properly developed in Georgia, we may expect to see at such sales the Governor, the Attorney General, the Adjutant General and the state militia, together with the lesser state officials.

Co-operative Marketing, *a la Georgia*, will surely cut down the spread and increase the tax bills of producers—unless Mr. Kelly expects to absorb them also. With the Attorney General and militia present, it should be *orderly*.

Cold Storage Prejudices Created by Law

The trade is again indebted to Frank G. Urner, Editor of New York Produce Review and American Creamery for the excellent Refrigeration and Cold Storage Supplement of June 20. If readers of the 'Bulletin' have not yet procured copies, they should do so at once.

Writing under the caption "The Status of Cold-Stored Foods", Mr. Urner has presented the soundest reasons why the Cold Storage Laws of many states should be amended, viz., to the end that the public may enjoy, to the fullest extent, the benefits of this method of preserving its perishable foods and to the further end that reputable dealers may not continue to suffer from the disadvantages of the unfair competition created by others who receive premium awards for law violations.

That the public does not enjoy all of the benefits of cold-stored foods, is well known to all in the trade, many economists, a few statesmen and a very small per cent of individual consumers, and this is due, as Mr. Urner aptly expresses it, to "prejudices created by the law itself."

That reputable dealers suffer by reason of the law, is too well known to require comment.

With Mr. Urner's editorial as the foundation for the education of the public, the trade should make organized efforts to get it to the public and pending such efforts it is reproduced in this issue of the 'Bulletin' for the use of those who have the best interests of the industry at heart, with the suggestion that it be read before Rotary, Kiwanis, Lion and other clubs.

Volumes have been written on the subjects discussed by Mr. Urner—they all sought to convey the same messages, but all fell far short; they served many good purposes and may now take their places in the history of the development of the cold storage enterprises and become, as things historical must become, things of the past—they must give way to the most modern thought as expressed in "The Status of Cold-Stored Foods" for the purpose of bringing the law up to the same status of modernity.

Concerning "Refrigeration" as applied to Cold-Stored Goods, the Supplement of June 20 is a text book in itself and should find a place on the desk of every student of this branch of the industry.

Go South, Young Man

A member in Wisconsin asks the Executive Offices for names of egg importers in Mexico and Panama.

The inquiry led to a casual investigation and developed some interesting information which is published in this issue of the 'Bulletin'.

Mexico, Panama and South America are lying at our very doors and the enterprising Wisconsin member, who evidently is studying world conditions, sees an opportunity for cultivating intimate trade relations. This is particularly desirable at this time, taking into consideration European conditions as they are reported from time to time.

Mexico and Panama, particularly, seem to have American agents through whom connections may be made and the field for cold storages seems to be open.

Were Horace Greeley living today he would say: "Go South, Young Man, Go South."

FOR PUBLIC BENEFIT

Railway Executives Are Interested—Will They Act?

Propaganda emanating from the railroads, reaches the Executive Offices of the National Poultry, Butter and Egg Association almost daily. For the most part, this propaganda has fallen into sympathetic hands, and it has been passed on to other sympathetic hands, so that it may be truthfully said, when the story is finally written, it will be found that the Executive Committee of the National Poultry, Butter and Egg Association has contributed a fair share of the fair play for which the carriers are contending. While the Executive Committee is doing this for the railroads—spreading the gospel of fair play—it cannot find where some of the railroads are doing anything of a reciprocal nature. On the other hand, the committee finds much cause for complaint against certain carriers, and this is, for the most part, of the most trying, aggravating and little character.

For example: Third morning delivery of live poultry originating at St. Louis destined to New York, under certain competitive conditions, is imperative. The carriers know this, and one of them, to secure the business, issued to poultry shippers, the following notice:

"Effective today and until further notice, XYZ railroad train No. 1 will leave East St. Louis at 5 P. M., reaching *Podunk* at 2:30 P. M., *Cross Roads* at 9:30 second morning, *Destination* third morning. This means a day's saving in food, also caretakers' time.

(Signed) District Freight Agent."

On the strength of these express promises, shippers availed themselves of the opportunities offered, and gave their shipments to the carrier referred to, and the carrier, after getting the shipments, made no effort whatever to carry out the terms of its promises, on account of which the shippers felt themselves aggrieved to the extent of the extra feed and caretakers' extra time, for which items they presented claims, which claims the carrier, through its Traffic Manager, declined in the following words::

"You are, of course, familiar with the provisions of the bill of lading, and are aware that freight train schedules are not guaranteed nor, as a matter of fact, do such schedules officially become the property of shippers and receivers. In view of the situation as outlined above, and the fact that this company and its connections do not in any way guarantee or promise a third morning delivery at New York from St. Louis, I fail to understand how the claimants can possibly expect to be reimbursed for any portion of their expenses incurred in shipping live poultry to New York, when handled on basis of fourth morning."

A casual reading of the above quoted notice will disclose that the carrier is liable to shippers in both law and good conscience; In law, because it is well settled that where a carrier undertakes, by general order, to expedite the movement of shipments of perishable goods, the agreement for expedition becomes incorporated in the general contract of carriage of goods of that class, and the agreement to set the poultry down at New York on the morning of the third day, and to save shippers certain feed bills, and certain wages of caretakers, is as plain as the English language can make it, notwithstanding the explanation and denial of the Traffic Manager—In good con-

science because otherwise the *special* undertakings of carriers would have to fall within the same category as do the undertakings of gold brick artists.

Another example: Carrier notified consignee of the arrival of car of eggs by phone. Consignee, to expedite delivery, gave his truckman a blank check to be filled out by the railway cashier with the amount of freight charges. The cashier filled out the check, handed the paid freight bill to truck-man and the eggs were delivered. Consignee settled with his shipper and accounted for the freight charges as billed and as computed by the railway cashier. Transaction thus closed. When cancelled check was returned from the bank, it was for another and different amount than that named in the freight bill. In this instance consignee's bookkeeping enterprises for the entire month were thrown out of balance and adjusted at great expense.

Later the railway presented consignee with another paid freight bill which showed the charges to be the same as those inserted in the check.

Another example: A car of eggs shipped from Iowa to New York—shippers instructed carrier to ice at point of origin and to re-ice *east of Chicago*. Upon delivery of car at New York, carrier presented bill which included its freight charges, charges for ice furnished east of Chicago, and an item of \$20 to cover ice alleged to have been furnished at a point in Illinois, *west of Chicago*. Consignee paid this bill and later shipper was presented with a balance due bill for \$10 which covered ice furnished at point of origin, which had been omitted from original freight bill. Shipper took the position that the carrier should not have billed on him for the ice said to have been furnished at the Illinois point *west of Chicago*, because of his icing instructions, and requested the carrier to deduct the cost for ice furnished at point of origin from the amount charged and paid on the original freight bill as covering ice furnished at the Illinois point *west of Chicago*, and to refund the balance. The eastern carrier referred this request to its western connection and the latter, after investigation, advised that the car *had not been iced* at the Illinois point referred to. This shipper presented his counter claim in August, 1922, and the eastern carrier is withholding payment because "it doubts" the record of its western connection.

The above are mere examples of what goes through the hopper of the Traffic Service Department of the National Poultry, Butter and Egg Association almost daily, and they could be multiplied many fold. Attention is drawn to them because the carriers, in permitting them, are not exercising that degree of efficiency which makes the business of their patrons pleasant and profitable. It is such incidents as these which cause questions to arise in the minds of patrons who ask themselves whether or not the carriers, as now organized, are competent to operate the railroads efficiently.

If there is a tendency on the part of patrons to offer encouragement to the so-called radicals and if there is a further tendency to go to the extent of trying out Government ownership, they may be to a large extent explained by such incidents as those above referred to.

Railroad executives have it in their power to arrest these tendencies, but propaganda against Government ownership, or for or against the pooling of freight cars, or for or against consolidations, or against the repeal of Section 15 A, will never accomplish satisfactory results unless coupled with honest and substantial efforts to perform efficient service.

We are now permanently located in Our New Modern up-to-date
Produce House at

1122-24 Fulton Market

Where we are fully equipped to handle

POULTRY—BUTTER—EGGS

THE PETER FOX SONS CO.
CHICAGO

1891 **GALLAGHER BROTHERS** 1923

SPECIALIZING IN

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Car Lots or Less

One of Chicago's Largest Receivers and Distributors

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Main Office and Factory, Johnson Creek, Wisconsin

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Buy—Sell

WILL PAY
LIBERAL
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FULL
PRICES
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208 North Wells Street

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ILL.

Holland Butter Co.

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CHICAGO, ILL.

RECEIVERS—DISTRIBUTORS

Butter—Eggs—Cheese

*Correspondence
Solicited*

*References: National Bank, of Commerce,
Chicago; Dun's and Bradstreet's*

The average shipper has no intimate knowledge of the questions which agitate and worry the railway executives, and heretofore he has believed they are no concern of his. Heretofore, also, he has been perfectly willing that the executive should settle matters, having abiding confidence that the settlement would be mutually beneficial, and wherein, perhaps, the childlike confidence of the shipper operated to his disadvantage, and, on the other hand, created an overconfidence on the part of the executive, which now threatens the undoing of both.

The average executive has no intimate knowledge of the questions which agitate and worry the average shipper, and he believes they are no concern of his. He is interested in transportation as a *whole*, and has completely lost sight of the duty he owes to the shipper. If he thinks of the shipper at all, it is as a class, rather than as an individual, and he has so constructed his rules and regulations which have the force of law, that his representative who comes in contact with the individual shipper has no discretionary power, or if he has such power, it is in most instances resolved in favor of the carrier, and this creates daily antagonisms.

Taking it all in all, the lack of mutuality in undertakings and the lack of personal contact of the proper sort, provide the soil in which the seeds of discontent may be expected to grow. That these seeds are growing may be demonstrated by two other recent incidents. The first was: Only a short time ago, in a letter to his stockholders, with copies to his patrons, a railway executive, after pointing out the anti-railroad agitation being conducted by "radicals and extremists" and on the necessity of counteracting such propaganda, among other things stated:

"Public sentiment which develops and crystalizes between now and December will determine the measure of success of these attacks upon fundamental American principles and institutions. We would ask you, therefore, actively to exert your influence in the interim against destructive legislation.

"Specifically, we would ask you to communicate with your Congressman and Senator in opposition to any amendment of the Transportation Act or the imposition of further hampering restrictions upon the railroads."

The second incident was where egg dealers of the City of Chicago, who handle practically all of the eggs arriving, or dealt in, on that market, met in conference on June 22nd, and in the most emphatic terms expressed their dissatisfaction with the treatment they are daily receiving at the hands of the carriers.

If the appeal made in the first incident means that the egg dealers mentioned in the second incident should worry along as they have for a long time, and permit the carriers to inflict constantly growing burdens, then the appeal falls on deaf ears. If, on the other hand, the appeal in the first incident carries with it the desire of the carriers to co-operate with their patrons to see to it that "fundamental American principles and institutions" are maintained, both for carrier and patron, then the egg dealers mentioned in the second incident will be found ready and willing to make a substantial contribution looking toward that end. They make no boast, however, of being able to mold public sentiment, but they can help. The extent of this help cannot be accurately measured but it may be stated that in the State of Illinois alone, there are some 8,000 licensed egg dealers, and these come from every corner of the State and back of them

stand thousands of producers on whom, in one way or another, the burdens of which the Chicago dealers complain, ultimately fall.

Illinois is by no means the largest egg producing state, and back of the Chicago dealers stand the dealers and producers of the egg producing states of the Mississippi Valley, a great share of whose product is handled on the Chicago market. It may be stated also, that while, for the purposes of this article, the Chicago dealers only are mentioned, the same troubles exist in other large markets; for instance, in New York, Boston and Philadelphia.

As the entire situation is viewed by the Executive Committee of the National Poultry, Butter and Egg Association, the troubles which are experienced by egg dealers are due largely to the lack of personal supervision of the proper sort. These troubles constitute a constantly growing burden on commerce. It may be stated, too, that for many of the burdens, the law, in its present form, gives a remedy, though not adequate, in the way of law suits. Neither carrier nor dealer can financially afford these law suits. In this condition, it would appear that carriers and dealers could enter into a rule of conduct for their own guidance that would be mutually beneficial, and at the same time confer substantial benefits on both producer and consumer. In the judgment of the Executive Committee, such line of procedure is indicated, and if adopted, would go a long way toward resisting the alleged "attacks on fundamental American principles and institutions". On the other hand, if the carriers show no willingness to adopt a righteous policy, this relief must come from Congress.

Personal troubles of dealers rarely reach a railway executive, and the representative whom they do reach, is not of the proper sort.

The suggestion is now made that a representative of the proper sort be appointed by the Association of Railway Executives to confer with and study the transportation troubles of egg dealers—to study, also, the practices of the carriers.

That railway executives may know the troubles of their patrons, a copy of this article will be mailed to each executive under personal cover.

EGGS AND WHEAT

President Henry Pfeiffer was a delegate to the National Wheat Conference which was held in Chicago on June 19th and 20th.

The purpose of the conference was to promote the consumption of wheat in the United States.

Mr. Pfeiffer, while interested in wheat consumption, is more selfishly interested in egg consumption, but he is willing to play the game fifty-fifty. He, therefore, suggests as an advertising slogan:

"POACHED ON TOAST"

MICHIGAN MOTOR VEHICLE LAW

The Legislature of the State of Michigan recently passed a Motor Vehicle Law.

Members of the Association who operate motor vehicles for hire should familiarize themselves with this law.

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(Continued from page 25)

The first fundamental step in starting a permanent constructive program in Missouri for the improvement in the quality of Missouri-made butter is the paying the producer of good cream a liberal price per pound butterfat in excess of the price paid to the producer of poor cream. With this basic principle of "the square deal" well established, there will be an incentive for the cream producers, as can be secured in no other way, to take better care of the cream so as to market it as a No. 1 product and receive a price for it which is based upon its quality.

Influence of Acidity in Butter Making

There is a gradually growing demand for the elimination from the market of butter made from low grade sour cream saturated with undesirable flavors and odors. In fact, the demand for butter made from entirely sweet cream is increasing year after year.

Experiments show that butter made from sweet cream keeps very much better in cold storage than does butter made from ripened cream. After two months remaining in storage, butter made from sweet cream will score in flavor equally with butter made from ripened cream, and after holding in storage for several months sweet-cream butter is found to deteriorate much less slowly than butter made from ripened cream.

Butter made from cream containing a low percentage of acidity or butter made from sweet cream in which a starter has been used, has a more characteristic butter taste when sold for immediate consumption and when held in storage not to exceed two months, than does butter made from absolutely sweet cream without a starter. Therefore, since most of the American made butter is consumed within less than two months after its making, the butter which is made from cream containing a low percentage of acidity or which has been made from sweet cream with a starter, promises to hold in superior flavor on the market for the present.

These experiments, however, contain a warning for Missouri and other central western states that are marketing butter made from cream containing a high degree of acidity or sourness. Practically all investigations on this particular subject indicate that the day is gradually approaching when dairymen and creamerymen who are unwilling and unable to overcome the causes which necessitate the making of butter out of very sour cream, usually saturated with undesirable flavors and odors, will be eliminated from the dairy industry or will be able only to drag along at an unprofitable rate of business.

Progress in Canada

In 1922 by an agreement between the government officials and the operators in Alberta, all cream buying stations in that province numbering over four hundred were eliminated on May 1, 1922. It is stated that Manitoba and Saskatchewan expect to follow the example of Alberta.

Each creamery in Alberta must pay the same price for the same grade of cream. A custom has been established, which is practiced by all creameries, of making a differential of 3c per pound butterfat Special Grade and First Grade, also between First Grade and Second Grade. The customary differential between Second Grade and Off Grades is 5c. The differential between Table Cream and Special Grade Cream is never less than 10c.

A strict check on the butterfat test made by the stations is made by the government officials.

Established 1872

Incorporated 1899

Kemper Bros. Company

Dealers in

All Kinds of Poultry Feeds Corn in any Form

Shelled Corn

Cracked Corn

Chops

Corn Meal

Fine Cracked Corn

Fine Corn Meal

OATMEAL

Special Crate Fattener

For Feeding Stations

Special Car Fattener

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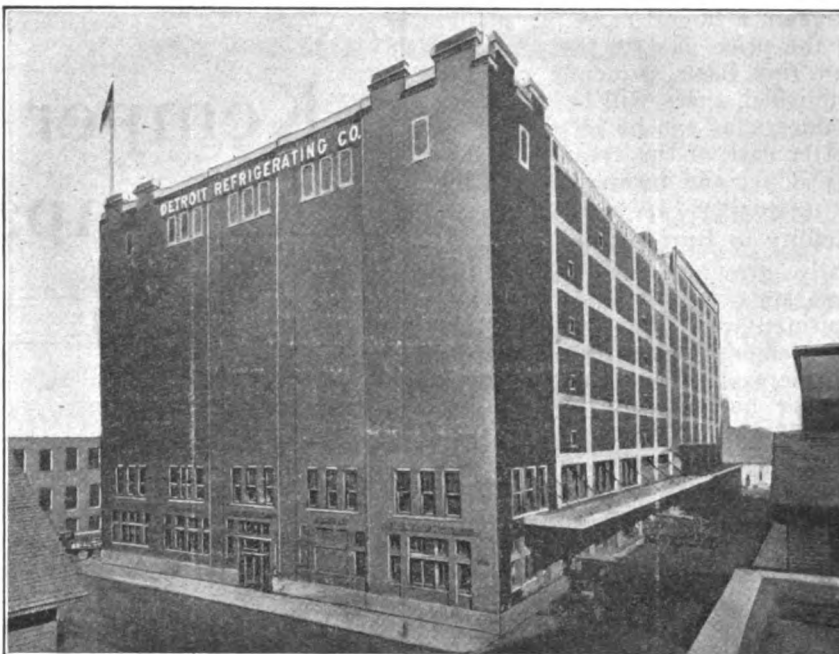
1563-5 N. Halsted St.

Chicago, Ill.

We have something attractive to offer Butter, Egg and Cheese Storers

**Reasonable
Rates**

**Low
Insurance**



**Liberal
Advances**

**Best
Service**

Best Point in the U. S. to Store. Best Railroad Facilities. Storage in Transit Privileges. Capacity: 2,500,000 cubic feet
"The House of Service"

DETROIT REFRIGERATING COMPANY : Detroit, Mich.

2032 to 2040 Howard Street

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Egg and Poultry Shippers—

Thousands of Egg and Poultry Shippers use the Express Service daily for quick delivery to the Most Profitable Markets.

This is the ONLY Trade Paper of the Express Business and it should be of great value to you in Your Business.

Our PRODUCE DEPARTMENT contains latest News in connection with Express Produce Shipping. Four times during the year we publish a complete and up-to-date **Directory of Express Agents** of places from 2,500 population up—in addition we publish Directories of Departments of the Express Organizations, information on latest and most improved Packing Devices and Shipping Methods.

Every Subscriber also has the free use of our **Special Service Department**, with which he can consult in connection with his Shipping Problems. We are at all times ready to assist every Subscriber in connection with his Shipping.

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KEEP INFORMED—IT PAYS

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CHEAP
STRONG
LIGHT
SANITARY



THE A.F. KOLB CO.
CINCINNATI—OHIO.

Best — Lowest Priced — Roomiest

Light Coop

ON THE MARKET

It is built to be used for more than one trip

In two styles:

With side slats lengthwise or
upright.

THE A. F. KOLB CO.

132-134 West Court Street

Cincinnati, Ohio

Sole Distributors

Get Our Prices—It will Save You Money

"EAT MORE EGGS"

Shippers and Receivers of eggs are perhaps tired of the slogan: "Eat More Eggs". No one can blame them if they are, because they handle eggs every day in the year, but they must remember that the public likes the slogan and it is error on the part of distributors if they fail to keep it before the public in one form or another. They must bear in mind that the public will never grow tired of eating eggs providing they are properly served.

"Eggs As Food" is a timely article by the U. S. Department of Agriculture, published for the purpose of encouraging both production and a greater consumption.

If distributors to the retail trade would compile all the excellent "egg recipes" which are available and distribute them to the retail grocer with instructions to pass on to consumers, they would note a perceptible increase in sales.

At a very recent "supper" given by women to raise funds for a charity, a retail grocer donated the eggs, which were used in connection with a salad. When the salad was served it was accompanied with a slip of paper on which were printed the recipe for making it and several other out-of-the-ordinary egg recipes, a modest hint as to where the proper kind of eggs could be purchased every day in the year, and the names and addresses of the retailer and the jobber. This grocer told the writer that his egg sales had more than doubled. In this case the jobber paid for printing the recipes which were distributed.

MINNESOTA MOVEMENT

Plans for the organization of a state-wide co-operative egg marketing association designed to handle Minnesota eggs—a product that last year had an "on the farm" value of \$20,000,000—have been announced by J. S. Jones, secretary of the Minnesota Farm Bureau Federation. Mr. Jones is chairman of a special committee that has been at work since March 1st, outlining the plan.

Essentials of the association follow:

A contract running between farmer members and the association, under the terms of which all eggs produced are to be delivered to the association for grading and sale.

Division of the state into districts to be made up of such local shipping points as production conditions demand in order to give the district sufficient volume of business to carry necessary overhead expense.

A central point in each district where eggs will be assembled, graded, tested and prepared for shipment.

Establishment of a state office and sales agency either in St. Paul or Minneapolis, as quickly as 20 districts in the state are organized.

Close co-operation with the Minnesota Co-operative Creameries Association in organization and marketing work.

Provision for the handling of poultry, when the agency shall have advanced sufficiently to justify expansion.

We mention these facts for the information of readers of this paper. The increase of interest in co-operative marketing of farm products has been growing materially of late. In eggs and poultry the movement is encouraged, it may be, by one or two western organizations of producers and perhaps as many eastern ones that appear to have met with substantial success. Anyway, it's a movement that's worth watching and studying by the trade.—Egg Reporter.

ESTABLISHED 1879

**Our Produce Sense Will
Produce Dollars for You**

So

Consign or sell your

BUTTER-EGGS-POULTRY

To

S. S. BORDEN CO.218-220 West South Water St.
CHICAGO**Nice & Schrieber Co.**

Established 1846

**BUTTER
EGGS &
CHEESE**

Philadelphia

11 South Water St.

Jewell Brothers

INC.

COMMISSION MERCHANTS

Dressed Poultry, Eggs, etc.

25-31 Loew Ave. 26-28 Bloomfield St

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NEW YORK**ZIMMER & DUNKAK, Inc.**

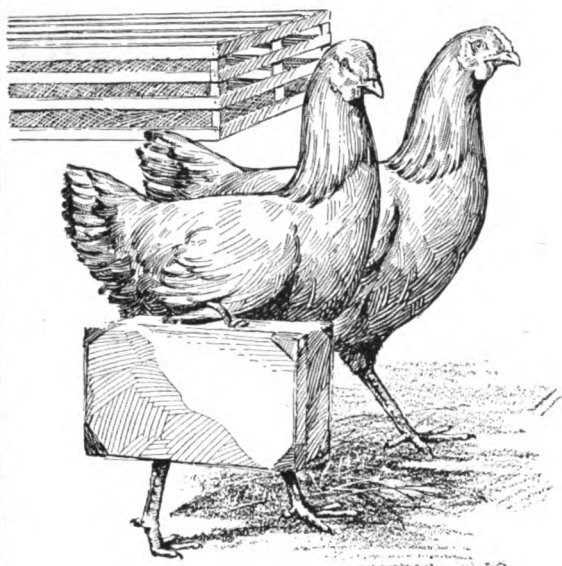
173-175 Duane Street, New York City

Want Fresh and Refrigerator

E G G SWrite or wire us. You will like our way of
doing business.

FRANK J. GAFFNEY, Manager, Egg Dept.

Insure Their Safe Arrival



Thousands of chickens die on shipping cars every year. The worst thing, however, about a diseased chicken is not its individual loss, but the harm that can be done by contagion to other chickens in the car.

And that's where CHOLERINE comes in.

The biggest shippers in the country are mixing this tonic with the drinking water and any kind of feed that they usually use during shipments. At a small additional cost they keep death and disease out of their cars.

But CHOLERINE does more than this. It adds poundage during shipments just like it adds poundage in the feeding stations. It enables the shipper to get bigger profits; and that's why 80 per cent. of the most successful feeders and shippers in 13 states use it—regularly.

Cholerine Facts

Cholerine is used extensively in 13 of the biggest poultry states in the country.

An expert Cholerine feeder is ready to call on you and help you with your feeding problems.

Some of the biggest poultry feeders have made Cholerine tests recently and are now more convinced than ever that it is a good investment.

Cholerine can be mixed with any feed—it helps them all; and can be replaced by none of them.

More than 12,000 poultry raisers depend on Cholerine, regularly.

Cholerine

• • • FOR FOWLS • • •

Special descriptive literature, detail tests and full information upon request.

Germo Manufacturing Company

Also makers of Germo Carboline and Germo Magic Lice Killers—the best vermin destroyers for poultry

Germo Building

St. Louis, Mo.

NATIONAL TRANSPORTATION INSTITUTE

In an article appearing in the January issue of the National Poultry, Butter & Egg Bulletin, Honorable Sydney A. Anderson, Member of Congress from Minnesota and Chairman of the Joint Commission of Agricultural Inquiry, ably set forth the need for a National Transportation Institute.

The Institute has since filed its articles of incorporation at Springfield, Ill., and at a meeting held in New York City on March 28th, the following Directors for the year 1923 were elected:

Representative Sydney Anderson, Minnesota, chairman of the Congressional Joint Commission of Agricultural Inquiry.

O. E. Bradfute, president of the American Farm Bureau Federation, Xenia, O.

William G. Dows, president of the Iowa Railway & Light Company, Cedar Rapids, Ia.

J. E. Edgerton, president of the National Association of Manufacturers, Lebanon, Tenn.

James R. Howard, former president of the American Farm Bureau Federation, Clemons, Ia.

Robert P. Lamont, president of American Steel Foundries, Chicago, Ill.

Mark T. McKee, general counsel, Insurance Federation of Michigan, Detroit, Mich.

John L. Lovett, general manager, Michigan Manufacturers' Association, Washington, D. C.

William E. Skinner, secretary and general manager of the National Dairy Association, Chicago, Ill.

Andrew Stevenson, vice-president Interstate Sand & Gravel Company, Chicago, Ill.

Wm. M. Ritter, president, Wm. M. Ritter Lumber Company, Columbus, O.

At this meeting tentative by-laws were drawn up, which provide that the general offices shall be located at Chicago, the Board of Directors to establish such branch or subordinate offices as may, in its opinion, be desirable.

The object of the Institute shall be to conduct non-partisan and impartial investigations and research into every kind of transportation and the relationship of transportation agencies to each other and to Agriculture, Industry, Finance, Trade and Commerce, and to disseminate the facts thus acquired to the public through the platform, press, educational institutions, motion pictures, and other available mediums.

The Institute shall not in any way become directly or indirectly the representative either of transportation agencies, producers, shippers, or of any special group or groups.

The dues for membership shall be \$100.00 per year from the date of subscription, and any individual, firm, corporation or association may hold multiple memberships.

The by-laws provide that the Board of Directors shall consist of not less than 25 nor more than 52 members, and shall include as far as practicable, four each, representing Agriculture, Banking, Forestry, Insurance, Manufacturing, Trade, Mining, High-way Transportation, Water Transportation and Rail Transportation, and not more than twelve Directors at large.

Under the by-laws, the Board of Directors is authorized to appoint an Executive Committee, and to elect for terms of three years, a president, one or more vice-presidents, a secretary, a treasurer, an assistant treasurer, and a chairman of the Executive Committee.

We Buy and Sell Eggs

**We are members of the Chicago
Clearing House**

Wire us your orders to buy or sell butter or eggs for spot or future delivery.

We are located at the center of Chicago's Produce Market. We handle live poultry, also frozen poultry, and have the largest trade in ice-packed poultry in Chicago.

**WE ARE ANXIOUS TO SERVE YOU
LET US DO IT**

J.H. WHITE & CO.

955 Fulton Market

Chicago, Ill.

Telephone Monroe 2500

Edson Brothers

Established 1885

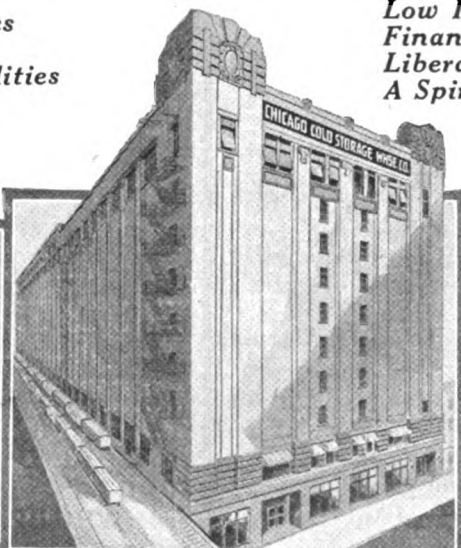
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Eggs and
Poultry**

**110-112 Dock Street
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Store Your POULTRY, EGGS, BUTTER with

*Modern Warehouses
Quickest Service
Best Railroad Facilities
Reasonable Rates*

*Low Insurance
Financial Strength and
Liberal Advances
A Spirit of Accommodation*



CHICAGO COLD STORAGE WAREHOUSE CO.

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COMMISSION**

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DEALERS**

**136 West Lake Street
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THE NATIONAL BANK of COMMERCE

Clark and Randolph Streets
IN CHICAGO

Formerly The National Produce Bank

For 15 years we have specialized in Produce Commission Poultry, Butter and Egg accounts. Out of town merchants can obtain the best and quickest results by having their drafts routed thru this bank.

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EDWIN L. WAGNER.....President
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Beatrice Creamery Co.
THOS. C. BLAYNEY, President
Riverside State Bank, Riverside, Ill
RALPH N. BALLOU, Cashier
EDWIN L. WAGNER, President.

It is proposed to establish a Department of Finance, a Department of Public Relations and a Research Council.

The duties of the Department of Public Relations shall be the dissemination to the public of accurate information regarding transportation, which information shall be based solely upon the findings and approvals of the Research Council. To accomplish this end, the Department of Public Relations may use the platform, press, educational institutions and facilities, moving pictures, or any other available mediums.

The Research Council shall organize and direct whatever research and investigational studies it may deem proper, and such as may be requested by the President covering any or all phases of transportation, employing such persons or agencies as it may elect. It may co-operate and co-ordinate with such other research institutions as it may deem trustworthy.

At the first meeting of the Board of Directors, held in Chicago on April 17, Mr. James R. Howard, Ex-President of the American Farm Bureau Federation, was unanimously elected President. Mr. E. E. Clark, Ex-Chairman of the Interstate Commerce Commission, was appointed Chairman of the Research Council. The Honorable Sydney Anderson was elected Vice-Chairman of the Research Council.

After his election, President Howard issued the following statement:

"Transportation is now, and will be for the next ten years, the most serious domestic problem confronting the United States. No one in the country, nor any body of men, knows the whole truth about transportation. So long as this ignorance continues the public will continue to pay \$5,000,000,000 and upward annually for rail transport alone and will lose in addition more than the total annual cost of running the federal government through continued tinkering with the problem.

"The investment in railroad transportation in this country is approximately \$20,000,000,000. The investment in highway transportation, including passenger automobiles and trucks, is more than 46 per cent of the investment in railroads. Every year large bond issues are voted to improve our highway system. Air transportation has not yet been developed, but is most certainly to be one of the important modes of transportation in the future. Water transportation, both on the ocean, along the coast and through our rivers, canals and lakes, is of tremendous importance to the farmer. The total investment in transportation in this country probably runs over \$45,000,000,000. The returns upon this investment and the service rendered by it to the public produce an effect upon every person in the United States.

"The National Transportation Institute has been created to discover the truth about transportation and to present its unbiased, uncolored by theories, political doctrines and free from the dictation of the carriers on the one hand or of the shippers on the other. The Institute has no connection with the government. It will be supported by membership fees. It is open to all individuals, firms, corporations and associations interested in the object for which it was created.

"No organized basis of economic transportation facts upon which such decisions can be predicated now exists. Research into economic problems relating to transportation is far behind research in other fields, such as engineering, chemistry and medicine. The National Transportation Institute hopes to supply this need.

HANCE BROTHERS COMPANY



EFFICIENT SERVICE, CONSERVATIVE ADVICE, AND FULL MARKET VALUE, CONSIGN YOUR POULTRY TO

HANCE BROTHERS Co.
COMMISSION MERCHANTS
32 BLOOMFIELD ST. NEW YORK

DRESSED POULTRY

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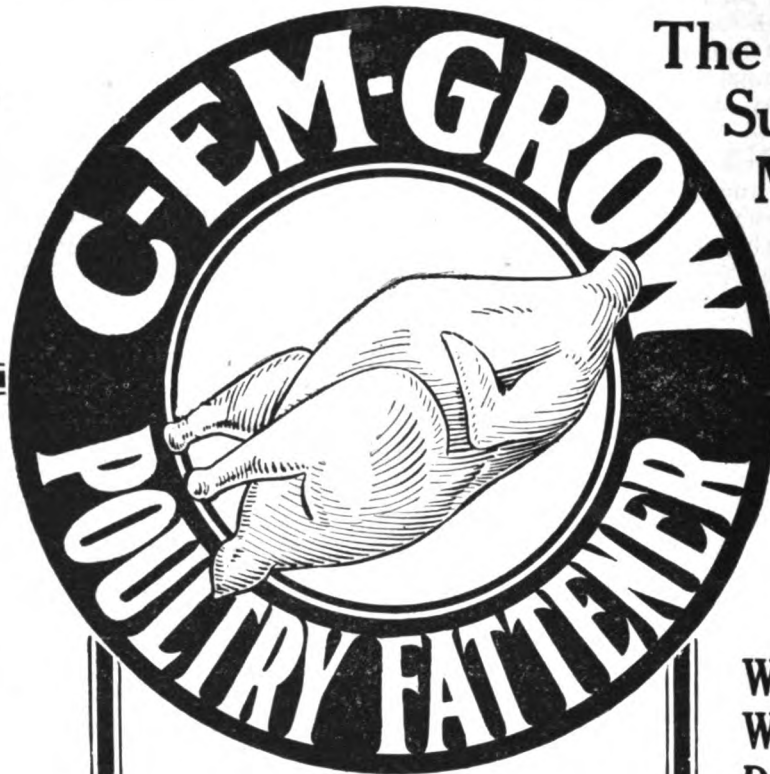
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"The American institute is broadly democratic in membership and purpose. Any person or organization interested in transportation may be a member. Investigation and research will be carried through by highly trained men working scientifically, to discover and formulate the basic facts of the whole transportation problem and not for the carriers, shippers or the government.

"Judged by the success of the British experiment, the National Institute of Transportation will in a very short time prove of immeasurably greater benefit to this country in pointing the way to a solution of the transportation puzzle."

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Bad eggs are not the result of accident; they are examples of neglect, slovenly management, and shiftlessness. It is just as easy to produce and market good quality eggs as it is to offend consumers with stale, fertile eggs. Farmers lose approximately \$50,000,000 a year from bad methods of producing and handling eggs. One-third of this loss is preventable, because it is due to partial hatching of fertile eggs which have been allowed to become warm enough to begin to incubate.

The rooster makes the egg fertile, while the fertilized egg produces the blood ring, which is the partial development of the chick. The rooster does not increase egg production; he merely fertilizes the germ of the egg, and hence he should be allowed to run with the flock only during the hatching season. After the hatching season is over the male birds should be confined, killed or sold.—Ohio Exchange Bulletin.

HENS TALK IN NEW POULTRY POSTER

A new poultry poster in which hens do most of the talking has just been issued by the United States Department of Agriculture. The poster, entitled "Standardbred Poultry Pays Best," points out the merits of standardbred fowls over mongrels. A typical standardbred hen lays annually approximately 175 eggs of uniform size and color. Eggs of good standardbred fowls are worth several dollars a setting, and baby chicks from such stock also have a good sale. All told, a standardbred hen earns in a year about three times her cost for feed, shelter, and care. Mongrel poultry, on the other hand, is relatively unprofitable. The poster shows the two types of birds followed by the query "Which Hen Is Yours?"

The poster measures 10 by 15 inches, is printed in two colors, and is available for free distribution. Requests should be addressed to the United States Department of Agriculture, Washington, D. C.

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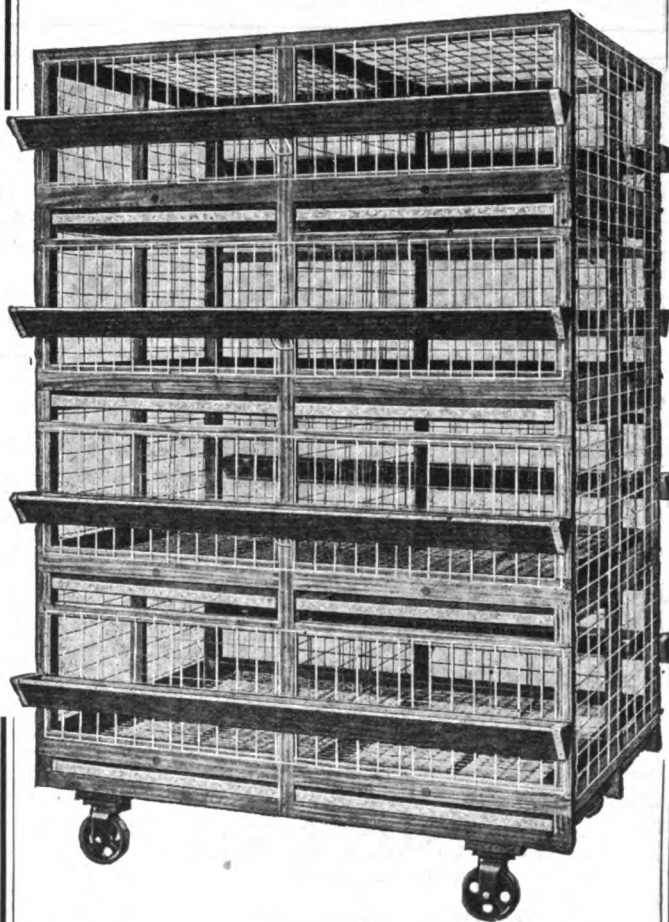
It will pay for itself in a short time and at the present we are in a position to save you from 30 to 40 per cent on your purchase.

Our goods are all of the highest quality, sanitary and durable.

The FEEDING season is here and at the present time we can make shipment on short notice.

Be ready for the rush and—ORDER NOW.

Write for catalog and prices.



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ADOPTS FOOD STANDARDS

Standards and definitions for butter and condensed milk were adopted as follows by the Secretary of Agriculture upon recommendation of the Joint Committee on Definitions and Standards for guidance of Federal officials in enforcement of the Federal Food and Drugs Act. These standards become effective at once.

The standards have been adopted by the Association of American Dairy, Food and Drug Officials and the Association of Official Agricultural Chemists.

"Butter is the clean, sound product made by gathering in any manner the fat of fresh or ripened milk or cream into a mass, which also includes a small portion of the other natural milk constituents, with or without salt, and contains, all tolerance provided for, less than sixteen per cent (16.0%) of water, and not less than eighty per cent (80.0%) of milk fat. By Acts of Congress, approved August 2, 1886, and May 9, 1902, butter may also contain added coloring matter.

"Renovated butter, process butter, is the clean, sound product made in semblance of butter from melted, clarified or refined butter-fat, without the addition or use of any substance other than water, milk, cream, or salt, and contains all tolerances provided for, less than sixteen per cent (16.0%) of water, and not less than eighty per cent (80.0%) of milk fat.

"Condensed milk, evaporated milk, concentrated milk, is the product resulting from the evaporation of a considerable portion of the water from milk, or from milk with adjustment, if necessary, of the ratio of fat to non-fat solids by the addition or by the abstraction of cream. It contains, all tolerances being allowed for, not less than seven and eight-tenths per cent (7.8%) of milk fat, nor less than twenty-five and five-tenths per cent (25.5%) of total milk solids; provided, however, that the sum of the percentages of milk fat and total milk solids be not less than thirty-three and seven-tenths (33.7%)."

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TRAFFIC DEPARTMENT

REPARATION RECOMMENDED ON FROZEN EGGS

Examiner or Interstate Commerce Commission Recommends That Reparation Be Awarded on National Poultry, Butter & Egg Association Complaint

In the May, 1922, issue of the 'Bulletin', members were informed that the National Poultry, Butter & Egg Association through the Chairman of its Transportation Committee, had filed a formal complaint before the Interstate Commerce Commission, in which it was alleged that the carload freight rates on frozen eggs, in cans, charged during the period, January 1, 1922, to June 30, 1922, were excessive, unjust and otherwise in violation of the Act to Regulate Commerce.

The complaint pointed out that prior to January 1, 1922, frozen eggs were rated the same as eggs in the shell; that effective on January 1, 1922, the rates on eggs in the shell were reduced by 10 per cent, and that no corresponding reduction was made in the rate on canned eggs.

Hearing of the case was held in Chicago on January 18, 1923, before Examiner Butler of the Interstate Commerce Commission. The Chairman of the Transportation Committee of the National Poultry, Butter and Egg Association, Mr. M. S. Hartman, presented all the testimony for the complainants and interveners.

The Executive Secretary's office is in receipt of a copy of the tentative report proposed by the Examiner who heard the case. The tentative report recommends to the Interstate Commerce Commission that reparation be awarded in accordance with the contentions made by the complainants and interveners. This means that if the Interstate Commerce Commission approves of the recommendations made by the Examiner, an order will be entered compelling the carriers to make refund to members of the 'National' and others who were represented at the hearing of the case.

The decision of the Interstate Commerce Commission will probably be given within the next few months. Members will be informed regarding it as soon as it is rendered.

EGGS AND DRESSED POULTRY

Supplement No. 16 to agent Speiden tariff No. 38-C, effective June 11, 1923, publishes the following rates on eggs, less than carloads, from Columbia and Lewisburg, Tenn; to New York and Philadelphia, 162; to Boston, 168; to Baltimore, 153 per 100 lbs.

The same supplement also publishes the following rates on dressed poultry, less than carloads, from Columbia and Lewisburg, Tenn.; to New York and Philadelphia 189; to Boston, 196½; to Baltimore 178½ per 100 lbs.

The above rates represent reductions on shipments from Lewisburg and advances on shipments from Columbia, Tenn.

HIGHER RATES ON CHEESE IN SOUTH

In the May, 1923, issue of the 'Bulletin' members were informed concerning the application of the carriers to cancel the less carload rating of third class applicable on cheese in Southern Classification Territory and establish in lieu thereof, a rating of second class.

A hearing was held on this subject on April 18, 1923, before the Consolidated Classification Committee. At the hearing shippers protested the proposal of the carriers. The attention of the Classification Committee was directed to the fact that the cancellation of the present any quantity rating of third class would not only mean an increase of one class on less carload shipments but also an increase on carload traffic because under the any quantity rating no charge is made for the icing of carload shipments.

The Classification Committee considered the objections of the shippers and have now issued advice to the effect that it is their intention to carry out the proposal of the carriers; in other words, the classification will be corrected in the near future so that second class will apply on less than carloads and third class on carload traffic.

HAY AND STRAW WITH EGGS

Agent E. B. Boyd Circular 12-G provides for the free transportation of not to exceed 500 lbs. of hay or straw when used in packing or protecting carload shipments of eggs. Many controversies arose with the western carriers concerning the proper interpretation of the rule. Supplement No. 10 to Circular 12-G effective July 15, 1923, has clarified the tariff. The rule as amended reads as follows:

"Excelsior hay or straw not exceeding 500 pounds per car, furnished by and at the expense of the shipper, when used as a buffer or exterior container protection (other than against heat or cold) in carload shipments of eggs will be transported without charge, with such shipments. Shipper must specify on shipping order the actual weight of excelsior hay or straw used; otherwise no allowance will be made."

The provisions of the amended rule will not apply on Kansas, Nebraska, Minnesota or Wisconsin State Traffic.

RATES ON PADS

The Southwestern Freight Bureau has assigned its Subject No. 8837 to a proposal to establish commodity rates, based 3½¢ per 100 lbs. higher than Class "C" rates, on excelsior packing cushions and mats, carloads minimum weight 20,000 lbs., from Sheboygan, Oshkosh and Rice Lake, Wis. to points in Southwestern territory.

It is claimed that the proposed change is necessary to place the rates from these Wisconsin points to all points in Southwestern Freight Bureau territory on a parity with the rates approved to Arkansas points.

The Traffic Service Department

OF THE

National Poultry, Butter and Egg Association

NOT CONDUCTED FOR PROFIT
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NOMINAL MONTHLY CHARGES
SUPERVISED BY THE EXECUTIVE COMMITTEE
OPERATED BY TRAFFIC EXPERTS

The TRAFFIC SERVICE DEPARTMENT of The National Poultry, Butter and Egg Association AUDITS Freight and Expense Bills and PRESENTS CLAIMS for Overcharges—It advises concerning routes and QUOTES RATES. Presents claims for LOSS AND DAMAGE and recommends PREVENTIVE measures. Service includes RATE ADJUSTMENTS. In a word the Department was created for RELIEVING members of all their TRAFFIC TROUBLES and it is meeting with a large degree of success. Keeps members advised up to the minute concerning all rate and regulatory changes by means of SPECIAL BULLETINS

If in need of Traffic Service, make your wants known to any representative of the National Poultry, Butter and Egg Association, or mail inquiry to the Executive Offices, 208 North Wells Street, Chicago.

Application and sample contract mailed on request.

All matters treated with the utmost confidence.

JOIN NOW!

National Poultry, Butter & Egg Association

ANSWER QUICK

Nearly every member of the Association has an employe who cares for the traffic matters of the member. The Executive Secretary wants to get in touch with such employes. Please send their names and addresses to the Executive Offices without delay.

RATE ON LIQUID EGGS

The Consolidated Classification Committee has issued notice of hearings to be held in Room 1830, Transportation Bldg., Chicago, Ill., on July 10th, and at Hotel Traymore, Atlantic City, N. J. on July 17th, at which consideration will be given to proposed changes in the ratings on various commodities.

Among these proposed changes is a proposal to reduce the ratings on liquid eggs (egg albumen, whites and yolks, or white and yolks together) in barrels. The present and proposed ratings are as follows: L. C. L.—present, second class, proposed, third class; Carloads—present, third class, proposed, fifth class.

The present carload minimum weight on liquid eggs in barrels is 20,000 lbs., and the proposed minimum is 36,000 lbs.

LIVE POULTRY

Union Pacific Tariff 100-D provides that live poultry, carloads, from points in Colorado, Kansas and Nebraska destined to Missouri River Points, or east thereof, may be stopped in transit to finish loading, at a charge of \$6.30 per car for each stop. An exception to the stopping in transit privilege provided that the rule would not apply to shipments moving between points in the state of Kansas.

The restriction on Kansas State traffic has been eliminated effective July 1, 1923, in Supplement No. 8 to Union Pacific Tariff 100-D.

EGG CASES AND FILLERS

Item 3070 of Agent E. B. Boyd Tariff 5-K I C C A-1374 publishes a rate of 30½¢ per 100 lbs., minimum weight 24,000 pounds, to apply on shipments of egg cases, egg case material and egg case fillers from Chicago, Peoria and Quincy, Ill. to Minneapolis and St. Paul, Minn. Effective July 15, 1923, the minimum weight will be increased to 30,000 pounds. The tariff is also corrected so that excelsior, excelsior pads and cement coated egg case nails may be shipped in mixed carloads at the egg case rate. The change is published in Supplement 5 to Agent E. B. Boyd Tariff 5-K.

HIGHER POULTRY RATES

The Columbus & Greenville Railroad has issued Supplement No. 5 to its Tariff 1750, cancelling commodity rates on Live Poultry, carloads, from stations on its rails to Ohio and Mississippi River crossings, Chicago, Ill. and New Orleans, La.

The supplement is published to take effect on August 8th. On and after that date, the higher class rates will apply.

STOPPING CARS IN TRANSIT

In a previous issue of the Bulletin, reference was made to an application pending before the Western Trunk Line Committee (Subject No. 2954) to establish a stopping in transit privilege to finish loading on shipments of live poultry moving between points in the State of Kansas.

Advice has now been received to the effect that this application has been approved. The carriers will publish a tariff rule, under which intrastate shipments may be stopped at points in Kansas to finish loading, and charges thereon will be assessed at the through freight rate from original point of shipment to final destination, plus \$6.30 per car.

LOWER CHEESE RATE

Request has been made of the Trans-Continental Freight Bureau to reduce the freight rate on cheese, in carlots, from points in Wisconsin to Pacific Coast Territory from \$3.00 to \$2.00 or \$2.25 per 100 lbs. The railroad committee has assigned its Subject No. 3962 to the proposal.

LOWER RATE PROPOSED

The Western Trunk Line Committee is handling under its Subject No. 2596-B, a proposal to establish reduced freight rate of 88½¢ per 100 lbs. on butter, eggs and dressed poultry, in carlots, from Wahpeton, N. D. to Chicago, Ill. The present rate is \$1.11 per 100 lbs.

LOWER CHARGE FOR ICING

The present charge for icing carload shipments of perishable freight at Louisville, Ky., Evansville and New Albany, Ind. is \$4.50 per ton for ice. Supplement No. 5 to Perishable Protective Tariff No. 2 publishes a reduced charge of \$4.00 per ton of 2000 pounds for ice on traffic originating at Chicago, Ill. or at points beyond Chicago, Ill., moving via Chicago, Ill. or Chicago Junctions, and when destined to points south of the Ohio River. The reduction will not be applicable in connection with the Illinois Central Railroad Co. The charge of \$4.00 per ton will become effective June 28, 1923.

BUTTER AND EGGS

Agent E. B. Boyd Tariff No. 49-M I C C A-1398 publishes reduced rates on butter and eggs, less than carloads, on shipments from Johnson's Creek, Wis., to Blairville, Brownville, Connellsville, Crabtree, Fairchance, Indiana, Johnstown, Leckrone, Maxwell, Pa., Fairmont and Grafton, W. Va. Reduced rates are also published from Dousman, Ft. Atkinson, Janesville, Jefferson, Lake Mills, Milton Junction and Watertown, Wis. The rates are to become effective July 15, 1923.

LIVE POULTRY RATE

The Southwestern Freight Bureau is handling under its Subject No. 8882, an application to establish rate of \$1.12½ per 100 lbs., on live poultry, in carlots, from Mena, Ark. to New Orleans, La.

Mena is intermediate to Fort Smith, Ark., from which latter point the \$1.12½ rate already applies.

OFFICIAL INSPECTORS OF THE NATIONAL POULTRY, BUTTER AND EGG ASSOCIATION

Boston

Poultry—A. B. Carpenter, of C. R. Corwin & Co.
Butter—J. W. Berry, of J. R. Ellis & Son.
Eggs—B. C. Cummings, of Green & Co.

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Butter—J. W. Lansing, of Gleason & Lansing.
Eggs—Chas. H. Hickman, 150 Michigan Ave.

Chicago

Poultry—C. B. Ford, 192 N. Clark St.
Butter—John W. Miller (C. H. Weaver & Co.), 67
W. South Water St., Chicago.
Eggs—John R. Tyler, 208 N. Wells St.

Cleveland

Eggs—Joseph Mendes, care Cottage Creamery Co.

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Poultry—N. F. Russell, care Bridgman-Russell Co.
Cheese and Butter—J. P. McDonald, 7th Ave. and
Railroad St.
Eggs—Ross Gatlin, care Armour & Co.

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Poultry—I. E. Meagher, 123 N. Sixth St.
Butter—John Walstrom, 121 N. Sixth St.
Eggs—Ross C. Morford, 71 Island Ave.

New York

Poultry—D. P. Boehm, of D. P. Boehm, Inc.
Butter—Geo. W. Connell, 6 Harrison St.
Eggs—Harry Bryan, of Bryan-Duval Co., 105
Hudson St.

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Poultry—G. W. Ellis, of T. T. Ellis & Son, 24-26
S. Water St.
Butter—C. M. Drake, of C. M. Drake Co., 19
S. Water St.
Eggs—Jacob F. Miller, of Bickel & Miller, 322 S.
Front St.

Omaha

Poultry, Butter and Egg Inspector—W. W. Bos-
worth, care Hurd Creamery Co., Council Bluffs,
Iowa.

Detroit

Poultry—Fred Schaffer, of F. J. Schaffer & Co.
Butter—W. R. Throop, of Harris & Throop.
Eggs—A. F. Thibodeau, of A. F. Thibodeau Co.

St. Louis

Poultry—Edw. Lynch, 807 N. 4th St.
Butter—A. A. Rehbein, 220 Market St.
Eggs—Geo. H. Broeder, 813 N. Third St.

RATES ON EXCELSIOR

Application has been filed with the Southern Freight Association to reduce the freight rates on Excelsior, pressed in bales, minimum weight 20,000 lbs., from Durant, Miss., to Cairo, Chicago, Peoria, Springfield, Ill., Cincinnati, Ohio, Indianapolis, Ind., Louisville, Ky., Memphis, Nashville, Tenn., Milwaukee, Wis., and St. Louis, Mo. (Subject No. 10407).

For information as to the present and proposed rates, write to the Executive Secretary.

HIGHER CHEESE RATES

Supplement No. 1 to Agent E. B. Boyd's Tariff No. 6-L, has been issued, cancelling the commodity rates on cheese, carloads and less carloads, on shipments from Plymouth, Manitowoc, Fond du Lac, Watertown, Appleton, Menasha, Sheboygan, Kiel, Green Bay and other points in the state of Wisconsin, to Cairo, Marion, Mt. Vernon, East St. Louis, Bloomington, Danville, Decatur, Galesburg, Peoria, Quincy, Springfield and other points in the state of Illinois, Hannibal and St. Louis, Mo., Burlington and Keokuk, Ia., and Paducah, Ky.

The application of class rates in lieu of commodity rates will result in substantial increases and unless the supplement is suspended by the Interstate Commerce Commission, the advanced rates will become effective June 15, 1923.

LOWER BUTTER RATE PROPOSED

The Western Trunk Line Committee (E. B. Boyd, Chairman, Transportation Bldg., Chicago) is handling under its Subject No. 3240, a proposal to reduce the freight rate on butter, carloads, Denver, Colo., to Chicago, Ill., from \$1.67 to \$1.47 per 100 lbs.

LOWER PROPORTIONAL RATE

The Western Trunk Line Committee has assigned its Subject No. 3242 to an application filed by a shipper, in which request is made to reduce the freight rate on dairy products, in carlots, Greene, Iowa, to east-bank Mississippi River crossings from 32½c to 24½c per 100 lbs., the proposed rate to apply only on shipments destined to points east of the Illinois-Indiana state line.

PROPOSE LOWER EGG RATES

The Southern Freight Association is handling under its Submittal No. 10406 a proposal to establish lower freight rates on eggs from New Albany, Miss. to Atlanta, Ga. The present and proposed rates are as follows: Carload, pres., \$1.66; prop., \$1.08½—L. C. L. pres., \$1.89; prop., \$1.24, per 100 pounds.

The proposed rates are the same as at present in effect from Holly Springs and Tupelo, Miss.

RATES ON EGGS

The any quantity rate of \$1.82 per 100 lbs., applying on eggs from Baldwin and Booneville, Miss., to Norfolk, Va., has been cancelled in supplement No. 17 to agent F. L. Speiden Tariff No. 38-C, effective July 11, 1923. The any quantity rate of \$1.73½ applying from Saltillo, Miss., to Norfolk, Va., has also been cancelled. The carriers claim there is no movement from and to the points mentioned.

HIGHER CHEESE RATE

Agent E. B. Boyd Tariff 49-M I C C A-1398 publishes a rate of \$1.09½ per one hundred pounds to apply on less than carload shipments of cheese from Plymouth, Random Lake and Waldo, Wis., to Pittsburgh, Pa. The increased rate will become effective July 15, 1923.

ROSTER

National Poultry, Butter & Egg Association

NOTE: Members should keep in mind that our Membership Ledgers—not this Roster—constitute the highest authority regarding every membership. Extra care is taken to see that every name and address is correctly shown in the Roster. But in making corrections and adding new names constantly it happens now and then that printers make new errors or leave out names or addresses inadvertently. Pressure of work in the Executive Secretary's office precludes checking the Roster with the Membership Ledgers before going to press every month, though this is done as often as possible.

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HARBAUGH & Co., 425 Washington St., San Francisco.
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MONOTTI-LARIMER, 250 Sacramento St., San Francisco.
PACIFIC EGG PRODUCERS, 700 Front St., San Francisco.
CARL SCHALLINGER, 310 Clay St., San Francisco.
WILSEY BENNETT Co., 352 Front St., San Francisco.

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FRANK GRAMPP, Princeton.
HAGIST JETT PRODUCE Co., Box 64, E. St. Louis, Ill.
P. O. HALLBECK & SON, West Salem.
F. HOUSER & SON, Lena.
W. A. JOY, 119 N. 9th St., Springfield.
KLEINSCHMIDT PRODUCE Co., Nashville.
MANNING & MANNING, Morrisonville.
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W. D. MILLER & SON, Newton.
MONEY PRODUCE Co., Yale.
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PEORIA CREAMERY Co., Peoria.
HAROLD G. PETERSON, 2200 Lincoln St., Evanston.
PIONEER CREAMERY Co., Galesburg.
F. A. PRUETT & SONS, Third & Monroe Sts., Kinmundy.
SORENTO PRODUCE Co., Sorento.
GEO. H. SPENGLER, 10th & Capitol Ave., Springfield.
W. H. STANLEY & SON, Newton.
H. J. SWAN & Co., Fairfield.
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A. J. WRIGLEY, Wyoming.

Chicago

B. AARON & SONS, 56 W. South Water St.
THEODORE AARON, INC., 204-208 N. Wells St.
AMAN & ENDERS, 132 W. South Water St.
ARMOUR & Co., Produce Dept.
BAER & WOODS, 326 W. So. Water St.
J. P. BARRETT PRO. Co., 208 N. Wells St.
BATTERMAN & KOELLING, 949 Fulton Market.
BEATRICE CREAMERY Co., 1526 S. State St.
AMOS BIRD Co., 1314 So. Canal St.
BLUE VALLEY CREAMERY Co., 700 S. Clinton St.
S. S. BORDEN Co., 220 W. South Water St.
BOWMAN & Co., 136 W. Lake St.
JOHN L. BRINK Co., 212 W. So. Water St.
BRINK & PILAT, 214 W. South Water St.
PETER BRITTEN SONS, 2 Fulton Market.
H. L. BROWN & SONS, 953 Fulton Market.
BICKLEY, FINNELL & WIMPLE, INC., 216 N. Wells St.
G. W. BULL & Co., 26 W. Kinzie St.
BURD BROS., 206 W. So. Water St.
CANTWELL & GILLOGLY, 953 Fulton Mkt.
COHEN & Co., 108 W. South Water St.
H. B. COLLINS, c/o Swift & Co., U. S. Yards.
COONEY & Co., 215 W. So. Water St.
COYNE BROS., 119 W. South Water St.
COYNE & NEVINS Co., 168 W. South Water Street.
CROMER & BROWN, 212 N. Wells St.
CUDAHY PACKING Co., PRODUCE DEPT., Harris Trust Bldg.
THEO. CUNY, 320 W. South Water St.
DAUBER BROS., 1132-1134 Fulton Market.
JNO. R. DEISHER Co., 954 Fulton Market.
DITTMANN & Co., 125 N. Union St.
JOSEPH DUSEK Co., 726 W. Randolph St.
WM. EBELING, 702 W. Randolph St.
M. H. EICHENGREEN & Co., 227 N. LaSalle
ELLIOTT & MCGARRAGHY, 29 W. Kinzie St.

HARRY H. FIELD & Co., 208 N. Wells St.
 FINNERMAN BROS., 320 W. So. Water St.
 FORD-GUSTAVSON & Co., 192 N. Clark St.
 PETER FOX SONS Co., 1122-24 Fulton Market.
 GALLAGHER BROS., 165 W. South Water St.
 ALEXANDER GETZ, 1016-1022 Fulton Mkt.
 GETZ & BRODSKY, 326 W. So. Water St.
 R. GERBER & Co., 12 E. Kinzie St.
 MOSES GRAY & Co., 160 W. So. Water St.
 GRIDLEY MAXON Co., 25 W. So. Water St.
 GUGGENHEIM BROS., 916 Fulton Market.
 A. F. HEIDKE & SONS, 845 Fulton St.
 FRANK G HEILMAN, 945-947 Fulton Mkt.
 J. E. HUGO HEMMAN & Co., 225 W. South Water St.
 J. S. HOFFMAN COMPANY, 219-221 N. Franklin St.
 W. G. HOWARD & Co., 229 N. Wells St.
 HUNTER WALTON & Co., 35 W. Kinzie St.
 S. KATZ & Co., INC., 208 No. Wells St.
 KEAN & STRYKER, 716 W. Randolph St.
 S. LOVE KELLEY, 192 N. Clark St.
 GEO. T. KRUSE & Co., 708 W. Randolph St.
 A. S. KUHN Co., 208 N. Wells St.
 H. & J. LEPMAN, INC., 208 N. Wells St.
 LITMAN & Co., 948 Fulton Mkt.
 MAX MALTER Co., 816 W. Randolph St.
 MAURICE MANDEVILLE, 160 N. Market St.
 WOLF MALTER, 910 Fulton Market.
 R. MANGAN & Co., 819 W. Randolph St.
 I. H. MARKS, 192 N. Clark St.
 JOHN V. MCCARTHY Co., 136 W. Lake St.
 C. E. MCNEILL & Co., 325 W. So. Water St.
 MERRILL & ELDREDGE, 160 N. Market St.
 GEO. MEYER & Co., 228 W. South Water St.
 JOS. T. MILNARIK, 136 W. Lake St.
 W. S. MOORE, 206 N. Wells St.
 A. M. MULLIN, 303 W. So. Water St.
 MUTUAL PRODUCE Co., 922 Fulton St.
 MURMANN & KARSTEN, 222 W. So. Water St.
 NATIONAL PROD. Co., 208 N. Wells St.
 AD. NEWMAN & SON, 4420 S. Ashland Ave.
 NAOMI PRODUCE Co., 309 W. So. Water St.
 NORTH-WEST PRODUCE Co., 834 No. Racine Ave.
 O'HEARN & SHERMAN, 64 S. Water St.
 O. W. OLSON Co., 136 W. Lake St.
 THOS. E. O'NEILL Co., 218 N. Wells St.
 OSTROWSKY & SIMKIN, 206 W. So. Water St.
 MORRIS OVSON Co., 30 N. Green St.
 OXLEY & RICHTER Co., 208 N. Wells St.
 POLMEN & Co., 216 W. So. Water St.
 G. W. RANDALL & Co., 211 W. South Water St.
 B. W. REDFEARN, 208 N. Wells St.
 HARRY H. REDFEARN & Co., 208 N. Wells St.
 A. S. ROE & Co., 208 N. Wells St.

ED. RUEB & Co., 703 W. Randolph St.
 M. P. RUTLEDGE, 1111-1113 Fulton Market.
 JOHN SANDER, 1053-1055 W. Lake St.
 SCHRIEBER & FALKER, 136 W. Lake St.
 SCHWEIZER COMMISSION Co., 654 W. 63rd St.
 JOHN M. SHAWHAN, 136 W. Lake St.
 GEO. S. SLOAN & SONS, 62 W. So. Water St.
 SNYDER, HARRY, Co., 223 W. So. Water St.
 SONENBLICK & SHAPIRO, 207 W. So. Water St.
 SPANGENBERG & Co., 48 W. Kinzie St.
 STANDARD COMMISSION Co., 329 W. So. Water St.
 STEFFEY BROS., 118 W. So. Water St.
 FRANK SWEENEY, INC., 192 N. Clark St.
 E. B. TEETS & Co., 322 W. So. Water St.
 ED. Terman & Co., 321 W. So. Water St.
 TITMAN EGG Co., INC., 400 N. Elizabeth St.
 JOHN R. TYLER Co., 208 N. Wells St.
 M. UHLMANN & Co., INC., 171 W. So. Water St.
 A. T. ULLMANN Co., 1014 Fulton St.
 WASKOW BUTTER Co., 346 W. So. Water St.
 WATSON & KELLY 320 W. So. Water St.
 C. H. WEAVER & Co., 67 W. South Water St.
 WEINBERG BROS. & Co., 1052-54 Fulton Mkt.
 WENDEL & BRIGGS, 951 Fulton Market.
 O. E. WHITCOMB & SON, 210 W. South Water St.
 J. H. WHITE & Co., 955 Fulton Market.
 W. T. S. WHITE, c/o Morris & Co., U. S. Yards.
 WILSON & Co., Prod. Dept., U. S. Yards.
 HENRY YEPSEN & Co., 207 N. Wells St.
 ZAMBRENO BROS. & Co., 918 Fulton St.
 ZIMMERMANN & SMITH, 336 W. So. Water St.

INDIANA

ATLASS PRODUCE Co., Lafayette.
 J. E. BEYER, Rochester.
 BAREFOOT PRODUCE COMPANY, Cowan.
 E. E. BOGAN Co., Goodland.
 E. BRAUDE, Silver Lake.
 L. J. BRETZ, Huntingburg.
 CLOVER LEAF CREAMERIES, Huntington.
 DEARMIN & Co., Odon.
 DECATUR PRODUCE Co., Decatur.
 L. J. DELUCENAY, Ashley.
 R. L. DITZLER, Huntington.
 FEAR-CAMPBELL Co., Frankfort.
 GEO. FREESE'S SONS, Nappanee.
 FOUNTAIN PRODUCE Co., Veedersburg.
 F. H. GEORGE & Co., 116 W. Columbia St., Ft. Wayne.
 HARRIS-HARDMAN Co., Richmond.
 HAVENS BROS., Ladoga.
 O. L. HOESE, Worthington.

HOUGHLAND & MILLER, Boonville.
 THE E. R. JAGUE'S Co., Thorntown.
 J. A. LONG, c/o J. A. Long Co., Portland.
 C. J. LOYD & Co., Greensburg.
 McLANE & Co., Shelbyville.
 MIAMI PRODUCE Co., Peru.
 MURPHY & Co., Princeton.
 O. OLIVER & SON, Madison.
 THOMAS OWENS, Angola.
 HENRY PFAU, 224 Ninth St., Jasper.
 THE PFEIFFER SALES Co., Logansport.
 RIFFERT BROS., Haubstadt.
 SCHLOSSER BROS., Frankfort.
 SHERMAN WHITE & Co., Ft. Wayne.
 VAN BUREN PRODUCE Co., Van Buren.

Indianapolis

INDIANAPOLIS POULTRY Co.
 THE WADLEY Co., North St. & Canal.

IOWA

AMES PRODUCE Co., Ames.
 A. BAIRD & SON, Lohrville.
 BELL-JONES Co., Davenport.
 BOOS PRODUCE Co., West Bend.
 BURLINGTON PRODUCE Co., Burlington.
 CENTRAL CITY PROD. Co., Central City.
 CHARLTON & BOWEN, Rolfe.
 J. A. CROWTHER, Pocahontas.
 P. M. DAHLEM, Cascade.
 C. A. ENGLISH, Hubbell Bldg., Des Moines.
 E. J. FARLEY, Monticello.
 C. ALVIN FOSSE, LaPorte City.
 TYNDALL N. FOSSE, Ridgeway.
 GIST, McDOWELL, POULTRY & EGG Co., Spencer.
 M. J. GOODRICH, Strawberry Point.
 GOODRICH & GALLAGHER, INC., Waverly.
 M. & J. R. HAKES, Laurens.
 HALL PRODUCE Co., Sigourney.
 HANFORD PRODUCE Co., Sioux City.
 F. H. HATCH Co., Edgewood.
 HAWKEYE PRODUCE Co., Brookdale Ave., Chariton.
 E. B. HIGLEY Co., 409 S. Federal St., Mason City.
 HURD CREAMERY Co., Council Bluffs, Iowa.
 INDEPENDENCE PRODUCE Co., Independence.
 INDEPENDENT PRODUCE Co., 1801 W. 3rd St., Davenport.
 IOWA CITY PRODUCE Co., Iowa City.
 IOWA GRAIN & PRODUCE Co., Burlington.
 CARL T. IRISH, Nevada.
 JENSEN'S CREAMERY Co., Coon Rapids.
 W. E. KEENEY, Clarinda.
 A. R. LOOMIS & SON, Fort Dodge.
 MARSHALLTOWN PRODUCE Co., 213 Market St., Marshalltown.

JOHN MORRELL & Co., Ottumwa.
 E. G. MORSE, Mason City.
 MT. PLEASANT PRODUCE Co., Mt. Pleasant.
 J. H. NEIL CREAMERY Co., Tama.
 NEWTON PRODUCE Co., Newton.
 G. W. NICHOLSON & Co., Grand Junction.
 NICKLES & SON, Corydon.
 NORTHERN IOWA PRODUCE Co., McGregor.
 W. L. OGDEN & Co., 305 Pearl St., Sioux City.
 PERFECT PRODUCE Co., Solon.
 PETERSON BROS., 6th Ave. & River Front, Clinton.
 REISMAN Co., Oskaloosa, Iowa.
 W. S. REISTER & SON, Washington.
 FRED REUM & Co., 218 W. Water St., Decorah.
 H. S. RHYNSBURGER, 9th Ave., E., Oskaloosa.
 J. RUSSELL, Winfield.
 ST. ANSGAR PRODUCE Co., St. Ansgar.
 SHOTWELL & Co., Des Moines.
 J. A. SHANNON & SON, Iowa Falls.
 SHELDON PRODUCE Co., Sheldon.
 J. A. SILVER & Co., Stockport.
 R. D. SMITH, Swea City.
 E. B. WADE, Hubbell Bldg., Des Moines.
 WAYNE F. WALLER, Garner.
 WAVERLY PRODUCE Co., Waverly.
 WESCOTT & WINKS, Sumner.
 R. W. WINSLER, Moravia.

KANSAS

BEATRICE CREAMERY Co., Topeka.
 THE BELLE SPRINGS CRY. Co., Abilene.
 THE BLUE VALLEY PACKING Co., Marysville.
 J. E. BREWER, Box 226, Abilene.
 CONCORDIA CREAMERY Co., Concordia.
 ELLSWORTH PROD. Co., Ellsworth.
 W. M. EVERT, Concordia.
 FARMERS' PRODUCE Co., Burlington.
 J. F. GRENNAN PROD. Co., Garnett.
 T. JENSEN & BROS., Emporia.
 KANSAS EGG & POULTRY Co., Hillsboro.
 KANSAS ICE & STORAGE Co., Salina.
 A. S. KININMONTH & Co., Winfield.
 LATHAM & SONS, Ottawa.
 LEGG PRODUCE Co., Box 364, Scott City.
 M. McMAHON, Beattie.
 MERRITT-SCHWIER CREAMERY Co., Great Bend.
 THE METZ PACKING Co., Concordia.
 PADEN & THOMPSON, Lyons.
 SALINA POULTRY Co., Salina.
 SEYMOUR PACKING Co., Topeka.
 TOPEKA PACKING Co., Topeka.
 S. C. WALKER & SON PRO. Co., Smith Center.
 H. G. WARD PRODUCE Co., Glasco.

KENTUCKY

N. F. BRENT, Paris.
 DAVIDSON BROS., INC., Glasgow.
 S. H. GRINSTEAD Co., Lebanon.
 HARRODSBURG ICE & PRODUCE Co., Harrodsburg.
 HAWKINS, SMITH, TOOHEY & Co., Shelbyville.
 S. F. HOLCOMB, Murray. Branches at Hollow Rock, Tenn., and Parsons, Tenn.
 HULEN-TOOPS Co., Bowling Green.
 MALONEY DAVIDSON Co., 128 E. Jefferson, Louisville.
 MILLER BROS. & Co., Owensboro.
 GEO. P. TAYLOR Co., Burnside.
 ALVA WEST, Mgr. Star Produce Co., Maysville.
 H. WILSON & Co., Fordsville.
 J. P. WRIGHT, Salt Lick.
 HARVEY J. ZWICKER, Gen. Mgr. Frank Fehr Cold Storage Co., Louisville.

LOUISIANA

GOODMAN & BEER Co., INC., 400 Paydras St., New Orleans.
 A. S. KOTTWITZ & Co., 443 S. Peters St., New Orleans.
 JOS. LALA & Co., 534 French Mkt., New Orleans.
 JOS. SAMUEL Co., INC., 327 Paydras St., New Orleans.
 SOUTHLAND PRODUCE Co., 505 Travis St., Shreveport.

MARYLAND

BLATTER BROS., 119 W. Pratt St., Baltimore.
 HENDERSON, LINTHICUM & Co., 3 E. Camden St., Baltimore.
 E. E. HURLBURT, 3 Emerson Tower Bldg., Baltimore.
 ARTHUR MEDWEDEFF, 308 Law Building, Baltimore.
 JOHN POEHLMAN & SONS, 405 N. Washington St., Baltimore.
 JOSEPH SMELKINSON, 139 W. Camden St., Baltimore.
 STEVENS BROS., 226 Charles St., Baltimore.

MASSACHUSETTS

CAMBRIDGE POULTRY Co., Cambridge.
 JAMES L. HUMPHREY, JR., New Bedford.
 GENERY STEVENS Co., Worcester.

Boston

ADAMS, CHAPMAN Co., 37 N. Market St.
 ALLEY GREEN & PIPE Co., 3 and 4 N. Market St.
 S. K. AMES, 168 Milk St.
 I. H. BALLOU & Co., 75 S. Market St.
 BARTLETT VARNEY & Co., 21 N. Market St.

BATCHELDER & SNYDER Co., 49 Blackstone Street.
 BOLTON & HICKS, 21 Merchants Row.
 BORST PIERCE Co., 9 Blackstone St.
 ALTON E. BRIGGS, Faneuil Hall Market.
 BRYANT & ORDWAY Co., 1 So. Side Faneuil Hall Market.
 S. L. BURR & Co., 74 So. Market St.
 CHAMBERLAIN & Co., INC., 25 S. Market St.
 CHAPIN & ADAMS Co., 35 S. Market St.
 HAROLD E. CORSON, Faneuil Hall Market, Fruit & Products Exchange.
 C. R. CORWIN Co., Faneuil Hall Market.
 CRAIG HAPGOOD Co., INC., 39 S. Market St.
 EASTERN BUTTER Co., 15 John St.
 G. A. FALES Co., 25 N. Market St.
 JOHN H. FARNUM & SON, 65 Clinton St.
 FOWLE, HIBBARD Co., 176 State St.
 GOLDSMITH-STOCKWELL Co., 27 S. Market Street
 GREEN & Co., 80 S. Market St.
 WM. J. HAIRE Co., 30 S. Market St.
 HILTON & ALDRICH Co., 40 S. Market St.
 RALPH H. HOSMER, 10-16 Faneuil Hall Mkt.
 H. A. HOVEY & Co., 30 Faneuil Hall Mkt.
 THE H. J. KEITH Co., 72 S. Market St.
 J. F. KIMBALL Co., 31 N. Market St.
 LAMSON & Co., 13 Blackstone St.
 G. M. D. LEGG Co., 33 S. Market St.
 LEWIS, MEARS Co., 33 S. Market St.
 A. & O. W. MEAD & Co., 35 N. Market St.
 A. E. MILLS & SON, 27 Commercial St.
 CHAS. E. MILLS, 19 Boston Fruit & Produce Exchange.
 P. F. QUINN, 31-33 Merchants Row.
 RADLO BROS. Co., 21-23 S. Market St.
 L. A. ROGERS Co., 70 S. Market St.
 SMILEY BROS., 5 Blackstone St.
 A. M. SMITH & Co., 31 Commercial St.
 STANDARD POULTRY & EGG Co., 37 Fulton St.
 CHAS. H. STONE & Co., 61 Chatham St.
 THORNDIKE & GERRISH Co., 19 N. Market Street.
 TITMAN EGG Co. OF MASSACHUSETTS.
 A. VALENTE & Co.
 T. H. WHEELER Co.
 E. E. WILSON Co., 7 Blackstone St.
 W. F. WYMAN & Co., 4 Faneuil Hall Mkt.

MICHIGAN

CADILLAC PRODUCE Co., Cadillac.
 THE N. A. HOBAN Co., 114-116 W. 1st Ave., Flint.
 HUGH M. HURD, Eaton Rapids.
 IONIA EGG & POULTRY Co., Ionia.
 KENT STORAGE Co., Grand Rapids.
 ROBT. PARK, Caro.
 J. T. RIDLEY, Greenville.
 WILLIAMSON BROS., Tecumseh.

Detroit

ALDERSON-HUARD Co., 480 Riopelle St.
 AMERICAN BUTTER & CHEESE Co., 480 Howard Ave.
 BENTLEY PRODUCE Co., 1571 Winder St.

CLARENCE J. CHANDLER, 1640 Penobscot Bldg.
 GEO. L. COLLINS & Co., 30 Market St.
 DETROIT BUTTER & EGG Co., 4301 Dequindre.
 GEO. R. ELDRIDGE Co., 2656 Eighteenth St.
 FALTIS POULTRY MARKET, 54 W. Elizabeth Street.
 HARRIS & THROOP, 777 Michigan Ave.
 J. W. KEYS COMM. Co., 2478 Riopelle St.
 C. H. LAHUE & Co., Eastern Market.
 F. J. SCHAFER & Co., 1462 E. High St.
 SCHILLER BUTTER & EGG Co., 654 Jos Campau.
 SMITH POULTRY & EGG Co., 26 Western Market.
 A. F. THIBODEAU & Co., 2040 Howard St.
 TONER COMMISSION Co., 2602 Riopelle St.

MINNESOTA

BENSON PRODUCE Co., Benson.
 BRIDGEMAN-RUSSELL Co., Duluth.
 HUTCHINSON PRODUCE Co., Hutchinson.
 JOHNSON PRODUCE Co., CoKato.
 F. J. KASPER Co., 310-312 N. Cedar St., Owatonna.
 LE ROY PRODUCE Co., Le Roy.
 LEVINE BROS., Duluth.
 LITCHFIELD PRODUCE Co., Litchfield.
 JOHN LYNARD, Owatonna.
 H. M. NOACK & SONS, Arlington.
 NO. AMERICAN CRY. Co., Alexandria.
 NORTHERN COLD STG. & WHSE. Co., Duluth.
 PETERSON BIDDICK Co., Wadena.
 JOSEPH J. SCHATZ, Montgomery.
 STEUBE BROS., 118 N. Main St., New Ulm.
 STORK BROS., New Ulm.
 SUNDE & ROMINE, New Richland.
 GEO. D. TRACY, Tracy.
 WILLIAMS PRODUCE Co., Fergus Falls.
 WORTHINGTON CREAMERY & PROD. Co., Worthington.

Minneapolis and St. Paul

BOYD & HILBERT, 22 Central Mkt., Minneapolis.
 R. E. COBB Co., St. Paul.
 DE SOTO CRY. & PROD. Co., Minneapolis.
 EDWARDS BROS., 119 Sixth St., North, Minneapolis.
 FAIRFAX PRODUCE Co., 420 N. Third Ave., Minneapolis.
 ROBERT C. KERSTEN, Mgr., J. H. Kersten & Co., 203 Market State Bank Bldg., Minneapolis.
 MEAGHER & PARSONS, 5th St. North, Minneapolis.
 ROSS C. MORFORD, 71 Island Ave., Minneapolis.
 NORTHERN PRODUCE Co., St. Paul.
 J. W. PERRIN & SON, 29 Central Market, Minneapolis.
 SAMELS BROS. Co., Minneapolis.
 VILDEN PROD. Co., St. Paul.

MISSOURI

BLATTNER BROS. MERC. Co., Wellsville.
 A. F. BROCKMAN, Concordia.
 W. L. DAVENPORT Co., 219 N. Jefferson St., Mexico.

GOODWIN & JEAN, Jackson.
 R. F. GRIFFITH, Fulton.
 HENDERSON'S PRODUCE Co., Monroe City.
 KUHN BROS. MERC. Co., Troy.
 W. D. LAW, Springfield.
 D. N. LIGHTFOOT & SON, Springfield.
 LINDLEY-BUSTER PROD. Co., Inc., Bucklin.
 J. H. MIKEL BRO. & Co., South Gifford.
 C. S. MILLER PRODUCE Co., Neosho.
 MISSOURI EGG & POULTRY Co., Box 164, Sedalia.
 E. OLIN & SON, 112 E. Lexington St., Independence, Missouri.
 RALLS COUNTY MERCANTILE Co., Center.
 S. D. RARDIN, JR. & Co., Ridgeway.
 J. I. REED & SON, Bolivar.
 C. L. RHODES PROD. Co., Springfield.
 A. W. VANDERFORD, Clinton.
 A. B. WILKERSON, Aurora.
 WILLOW SPRINGS CRMY. Co., Willow Sprgs.

St. Louis

AMERICAN EGG & POULTRY Co., 501 N. 3rd St.
 H. B. BEATY, 408 Franklin Ave.
 BOHN-LENARTZ COM. Co., 714 N. 4th St.
 HY BOMZE, 817 N. Third St.
 HENRY BROEDER'S SONS COM. Co., 813 N. Third St.
 DICKSON & SONS, 837 N. Third St.
 A. A. EASTON Co., INC., 931 N. Broadway.
 ENTERPRISE COMMISSION Co., 925-927 N. Broadway.
 BRUNO FRANZ SONS, 919 N. Broadway.
 OSCAR B. FRANZ COM. Co., 417 Morgan St.
 WALTER B. FRANZ & Co., 810 N. Fourth St.
 FRISCO COMMISSION Co., 800 N. Fourth St.
 GREENLEE PRODUCTS Co., Lewis & O'Fallon Sts.
 FRED HEGER, 419 Franklin Ave.
 THE HICKEL Co., 1018 N. Broadway.
 HILMER COMMISSION Co., 822 N. Third St.
 HOFMANN BROS. PRODUCE Co., 700 N. 2nd St.
 H. W. KUEHAUS, 419 Franklin Ave.
 B. LANDAUER, 907 N. Fourth St.
 E. L. LYNCH POULTRY Co., 807 N. 4th St.
 McLAIN-ALCORN COM. Co., 701 N. 3rd St.
 MEYER BROS. COMMISSION Co., 816 N. 3rd St.
 NIEMEYER-BUCHMUELLER COM. Co., 816 N. 3rd St.
 PROGRESSIVE COMMISSION Co., 803 N. 3rd St.
 A. A. REHBEIN, 220 Market St.
 GEO. F. RICKER & Co., 710 N. 2nd St.
 SCHEITLIN & HOFFMAN, 820 N. Third St.
 L. J. SCHULTE COM. Co., 824 N. Third St.
 SCHUMACHER COMMISSION Co., 700 N. 3rd St.
 BURT WOODSON COM. Co., 933 N. Broadway.
 ZELLE BROS. PROV. & COM. Co., 702 N. 3rd St.

Kansas City

AARON POULTRY & EGG Co.
 C. J. AUS, 211 Produce Exchange Bldg.
 A. W. BEAR COM. Co., 117 E. Fourth St.
 RALPH HURST & Co., 115 E. Fourth St.
 S. J. HURST, 515 Grand Ave.
 MERIDEN CREAMERY Co., 21st and Central Sts.
 CARL C. STENTZ, 203 Produce Exchange Bldg.
 SPENCER PRODUCE Co., 14 West 4th St.

NEBRASKA

HENNINGSSEN PROD. Co., Superior.
 C. MOZER, Box 495, Lincoln.
 NORFOLK POULTRY Co., 403 N. 3rd St., Norfolk.
 WAHOO PRODUCE Co., 301 East 5th St., Wahoo.
 YORK PRODUCE Co., York.
 GEO. E. CLARK, 1327 W. O. W. Bldg.
 FAIRMONT CRY. Co., 12th & Jones Sts.
 THE JERPE COMMISSION Co., 422 11th St.
 KIRSCHBRAUN & SONS, INC., 9th and Dodge Sts.
 OMAHA COLD STORAGE Co.

Omaha

NEW JERSEY

AMMON & PERSON, 4th and Henderson Sts. Jersey City.
 M. AUGENBLICK & BRO., 16 Commerce St., Newark.
 ROBT. L. BEYER, 1915 Atlantic Ave., Atlantic City.
 COLUMBIA CHEESE Co., 85 Commerce St., Newark.
 DEBOW & Co., 32 Commerce St., Newark.
 BARNETT GABRIEL, c/o Great Atlantic & Pacific Tea Co., Jersey City.
 GUARANTY EGG CORPORATION, 197 Market St., Newark.
 GERHARD & PAGELS, 218 N. Willow St., Trenton.
 GUDE & COLE, INC., 102 Mulberry St., Newark.
 ADAM HEBELER & Co., 46 Commerce St., Newark.
 WILKINSON, GADDIS & Co., 85 Parkhurst Newark.

NEW YORK

DAVIS & PELTON, 152 Baldwin St., Elmira.
 THE LAWLOR & CAVANAUGH Co., Troy.
 JOS. A. MINST, 359 Broadway, Albany.
 EDWARD D. VINAL, 202 North West St., Syracuse.
 WM. S. RILEY Co., Scott Place, Rochester.
 W. J. SKILLICORN, Albany.

Buffalo

BREDENBERG BROS., 96 W. Market St.
 JACOB DOLD PACKING Co., 745 William St.
 GOLDSTEIN & LIPPMAN, 165 Scott.
 HICKMAN & COWARD, 150 Michigan Ave.
 CHAS. E. ROESCH, 10 Broadway Mkt.
 SATULOFF BROS., 145 Michigan St.
 STONE & DIXON, INC., 162 Perry St.
 WALTER A. TUTTLE, 55-57 E. Market St.

J. M. WATTLES & SON, 152 Michigan St.
FRANK E. WATTLES & BRO.
WAX & SUGARMAN, 159 Michigan St.
WM. C. WILL, 163 Scott St.

New York City

C. F. ADAMS & Co., 13 Harrison St.
ALBERT & GERBER, 315 Greenwich St.
E. S. ALPAUGH & Co., 18 Bloomfield St.
ARMSTRONG & HESSE, 330 Greenwich St.
HARRY ATLAS, 360 Greenwich St.
JUAN A. BABCOCK, 168 Duane St.
E. R. BALZER, 220 Greenwich St.
F. C. BARGER & Co., 158 Franklin St.
H. BEHRMAN & SONS, 366 Washington St.
BERMAN & BAEDCKER, Inc., 28 Thirteenth Ave.
NATHAN BLACKMAN, 362 Greenwich St.
DANIEL P. BOEHM, Inc., 331 Washington St.
JOHN H. BORGER & Co., 134 Reade St.
GEO. G. BROWN, W. Washington Mkt.
HAROLD L. BROWN Co., Inc., 172 Duane St.
S. S. BROWN Co., 43 Jay St.
BROWN & ROOT Co., 165 Reade St.
BRYAN DUVALL Co., Inc., 105 Hudson St.
C. T. BULLARD & Co., 171 Duane St.
BUTTS & MILLER Co., 325 Washington St.
CENTRAL GROCERY Co., 150 Reade St.
CHELSEA LIVE POULTRY Co., 39 Loew Ave.
CHAS. COLLINS Co., 1 13th Ave.
COLONIAL BUTTER & EGG Co., Greenwich St.
GEORGE COOK, JR., 329 Washington St.
GEO. E. CUTLER, 331 Greenwich St.
CHARLES DEUTSCH, 319 Greenwich St.
DE WINTER & STEWART, Inc., 321 Washington St.
DROSTE & SNYDER, 177 Duane St.
DU MOND & FELTEN, Inc., 325 Washington St.
N. DURHAM & SONS, 313 Washington St.
LEWIS EBERT & SONS, 151 Reade St.
W. W. ELZEA, Inc., 327 Washington St.
THE ENGEL Co., 123 Barclay St.
ENYARD & GODLEY, Inc., 171 Duane St.
FARMERS COMMISSION HOUSE, 27 Harrison St.
FICKEN, COFFIN & Co., 168 Duane St.
SAMUEL FLECK & Co., Inc., 48 Bloomfield St.
JULIUS FLEISCHL, 514 Westchester Ave.
J. C. FORD & Co., Inc., 368 Greenwich St.
FOX RIVER BUTTER Co., 78 Hudson St.
I. FOX SONS, Inc., 194 Green Place.
SOL. FRANKEL, W. Washington Mkt.
GOTTFRIED-MARSHALL Co., 142½ Reade St.
A. GROSSMANN & Co., 153 Reade St.
GUDE BROS., KIEFFER Co., 21 Jay St.
H. HAGEN & Co., 81 N. Moore St.
HANCE BROS. Co., W. Washington Mkt.
W. H. HENNEBERGER, Inc., 329 Greenwich St.
JOSEPH J. HEROLD, 17 Harrison St.
GEORGE F. HINRICHS, Inc., 341 Washington St.
WM. J. HINRICHS, 423 W. 14th St.
HODUPP EVANS COMPANY, Inc., 7 Harrison St.
AD. HONIGSBERG & Co., 300 Greenwich St.
CHAS. B. HOVEY, W. Washington Mkt.
JEWELL BROS., W. Washington Mkt.

JEWELL KOENIG & Co., W. Washington Mkt.
T. W. JOHNSON, 361 Washington St.
HUGO JOSEPHY & SONS, 448 West 14th St.
KASSEL POULTRY Co., W. Washington Mkt.
J. J. KILCOYNE Co., Inc., 360 Washington St.
J. M. KLEIN, 448 W. 14th St.
KOSSAR & Co., W. Washington Mkt.
CHRISTIAN H. KOSTER, 863 Washington St.
KURTIN & KURTIN, 305 Greenwich St.
LAMBLY & ALPAUGH, 18 Harrison St.
LASS & COHEN, 450 W. 14th St.
GUSTAV F. LAWRENCE, 6 Harrison St.
GUS LUDWIG, 475 King Ave., City Island.
LEWIS MEARS Co., 127 Reade St.
W. H. MAPES, 137 Reade St.
THOS. J. MAY Co., 174 Duane St.
C. F. MCGUIRE, 13 Harrison St.
A. E. McMULKIN, 201 Franklin St.
CHAS. P. MECABE & SON, 17 Jay St.
SAMUEL MIERFELD, 3 Harrison St.
ALEX MERSEL, 191 Duane St.
SAM NAGLE, W. Washington Market.
J. NARZISENFELD, 24-26 Harrison St.
J. NEUGEBOREN & SONS, 19 Harrison St.
JAS. N. NORRIS, W. Washington Mkt.
FRED D. OETJEN, 339 Washington St.
B. W. OTIS & Co., W. Washington Mkt.
A. PAUL, JR., & Co., West Washington Mkt.
WM. WALLIS PEARSON, 45 Grace St.
H. T. POND Co., 361 Washington St.
C. L. POOLE & Co., 15 Harrison St.
I. C. POPPER, 171 Duane St.
G. M. RITTENHOUSE & Co., 23 Jay St.
HARRY ROSENSTEIN, Inc., W. Washington Market.
M. ROTH & Co., 185 Duane St.
THOS. H. ROULSTON, 101 Ninth St., Brooklyn.
SAAL BROTHERS, 181 Duane St.
CHESTER E. SAXTON Co., Inc., 11 Harrison St., N. Y. C.
C. SCHULTZ, Inc., 32 Jay St.
LOUIS J. SCHWAB, W. Washington Mkt.
NATHAN SCHWEITZER Co., 409 W. 14th St.
SECKEL & KIERNAN, 361 Greenwich St.
STEERS & MENKE, West Washington Mkt.
H. E. STOUT Co., 317 Washington St.
JOSEPH SULTAN, 148 Reade St.
B. TITMAN Co., 94 N. Moore St.
GEORGE TRACHTENBERG, 360 Greenwich St.
TRELEASE & UNDERHILL, 333 Greenwich St.
EDWARD M. VOSBURGH, 133 Reade St.
S. & W. WALDBAUM, 140 Reade St.
CHARLES WERNER, 35 Loew Ave.
SAMUEL WERNER, W. Washington Mkt.
WESTERN COMMISSION Co., West Washington Market.
D. W. WHITMORE & Co., 10 Harrison St.
WIESENFELD & OSHINSKY, 40 Harrison St.,
J. W. WILLIAMS, W. Washington Mkt.
WRIGHT & WINSOR, 12 Harrison St.
ZENITH BUTTER & EGG Co., 170 Duane St.
ZIMMER & DUNKA, 173 Duane St.

NORTH DAKOTA

BRIDGEMAN-RUSSELL Co., Grand Forks.
MANDAN CRY. & PRODUCE Co., Mandan.

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 TAYLOR FOOD PRODUCTS Co., New Castle.
 TECH FOOD PRODUCTS Co., Wainwright Cold Storage, 3340 Liberty St., Pittsburgh.

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HAROLD R. AIKEN, 128 N. Delaware Ave.
 ALMAR STORES Co., 919 N. Front St.
 THE AMERICAN STORES Co., 412 Noble St.
 BEYER & Co., Inc., 235 Callowhill St.
 BICKEL & MILLER, 322 S. Front St.
 A. F. BICKLEY & SON, 520 N. Second St.
 R. A. BOWERS Co., 9-11 N. Water St.
 P. F. BROWN & Co., 43 S. Front St.
 S. WALTER BROWN, 33 S. Front St.
 CHABROW BROS., 24 S. Front St.
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 PARSONS & BRO., 224 Callowhill St.
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 J. K. SHULTZ & Co., 36 S. Water St.
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 SHEAFFER & MARVEL, 106 N. Delaware Ave.
 WM. SMITH Co., 14 S. Water St.
 E. S. STACKHOUSE & Co., 17 S. Water St.
 A. WACHS, 44 S. Water St.
 M. WILDSTEIN, 631 N. Second St.
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 CROCKER & BLUFORD, Box 117, Norfolk.
 CULPEPER PRODUCE Co., P. O. Box 72 Culpeper.
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 HASSMANN & MUELLER, 293 Third St.
 GEO. C. MANSFIELD Co.
 MARTIN H. MEYER, 888 44th St.

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 BOSTON FRUIT & PRODUCE EXCHANGE, Alton E. Briggs, Ex. Secy., Faneuil Hall Market, Boston, Mass.
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 PACIFIC EGG PRODUCERS, 700 Front St., San Francisco, Cal.
 PITTSBURGH BUTTER & EGG EXCHANGE, 708 Wabash Bldg., Pittsburgh, Pa.
 SAN FRANCISCO WHLS. DAIRY PRO. EXCHANGE, 252 Clay St., San Francisco, Cal.
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 NATIONAL BANK OF COMMERCE, Ashland Block, Chicago, Ill.
 UNITED STATE BANK OF ST. LOUIS, Washington Ave. & 4th St., St. Louis, Mo.
 WEBSTER & ATLAS NATIONAL BANK OF BOSTON, 199 Washington St., Boston, Mass.

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 COLLIS PRODUCTS Co., Clinton, Iowa.
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 W. A. SCHURMANN & Co., 365 E. Illinois St., Chicago, Ill.
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 EGG REPORTER SHOEMAKER, Waterloo, Iowa.
 ICE & REFRIGERATION, 5707 W. Lake St., Chicago, Ill.
 THE PRODUCE PACKER, 192 N. Clark St., Chicago, Ill.
 PRODUCE BULLETIN, INC., 97 Warren St., New York City.
 THE PRODUCE NEWS, 6 Harrison St., New York City.
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 LIVE POULTRY TRANS. Co., 431 So. Dearborn St., Chicago, Ill.
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 NEW YORK DESPATCH, 181 Quincy St., Chicago, Ill.
 NICKEL PLATE LACKAWANNA DAIRY LINE, 327 S. La Salle St., Chicago, Ill.

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PROCESSED AND COLD STORAGE EGGS



Now is the time to take up the question of an attractive design or trade mark to use for printing up your cartons, to market to the best advantage your Processed and Cold Storage Eggs.

SELF-LOCKING EGG CARTONS

"The Box That Sells The Eggs"

SELF-LOCKING CARTON COMPANY

591 East Illinois Street - - - - - CHICAGO

STANDARD WAREHOUSES FOR

EGG STORAGE

UNDER EXPERIENCED AND SUCCESSFUL MANAGEMENT our warehouses have satisfied the most critical egg merchants for many years

UNION TERMINAL COLD STORAGE CO.

JERSEY CITY, N. J.

Located on Main Lines of ERIE R. R. and D. L. & W. R. R.
Track connections with all railroads

MANHATTAN REFRIGERATING CO.

Gansevoort and West Washington Markets

NEW YORK CITY

on tracks of New York Central Railroad

KING'S COUNTY REFRIGERATING CO.

WALLABOUT MARKET :: BROOKLYN

Modern Equipment — Proper Temperatures — Low Insurance
Unequalled Railroad Facilities — Ideal Location for Selling
and Distribution — Liberal Advances

GENERAL OFFICES

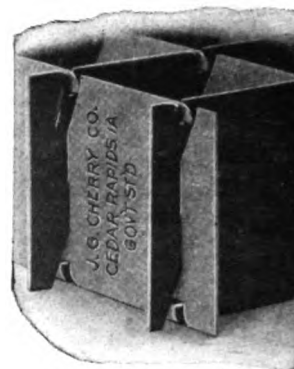
525 WEST STREET

T. A. ADAMS

NEW YORK CITY

R. A. ADAMS

Want Lower Rates on Egg Shipments?



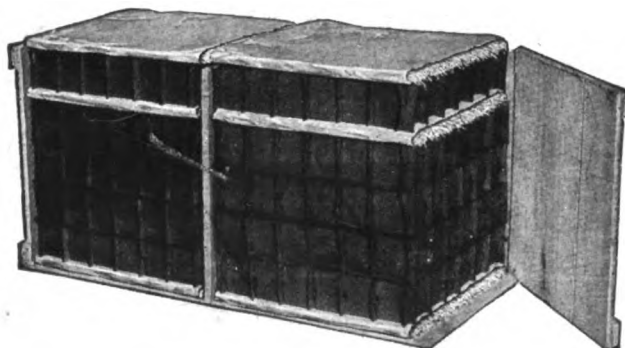
There's a way to get them:

Let *all* shippers pack *all* cases, and trim all cars, so perfectly that breakage will be reduced to the minimum.

Freight tariffs are based on the *cost* of hauling a given commodity, as tabulated by all the carriers, thru a period of years.

Claim payments constitute a large element in the cost of transporting eggs. Reduce the claim expense, and rest assured that the railroads and express companies will need no urging to lower their rates. They want *tonnage*, and lower rates will stimulate larger consignments and longer hauls.

“CHERRY” HARD CALENDERED EGG CASE FILLERS



are one of three vital factors in *safe* egg shipment. For the firm, tough, moisture-resisting stock used in these fillers, and their patented double-lock construction can be depended upon to *hold* the eggs in a firm, gentle, protecting grip. The other two prime factors are:

- (a) Excelsior pads of a number and thickness sufficient to hold the contents of each case in a fixed position.
- (b) Standard Cases, properly assembled and nailed.

Let us take care of the *most IMPORTANT* of these three factors, by supplying you with Cherry Double Lock Fillers.

SAMPLES FREE

J.G. CHERRY COMPANY
CEDAR RAPIDS IOWA
St. Paul, Minn. Tama,  Iowa. Peoria, Ill.

The NATIONAL · POULTRY · BUTTER · & · EGG · BULLETIN

AUGUST

Volume 7



1923

Number 11

Announcement

The Seventeenth Annual Convention of the National Poultry, Butter and Egg Association will convene at Hotel Sherman, Chicago, October 8 and 9, 1923

BIGGER THAN EVER

Though our factory was recently destroyed by fire, we have already established connections, and we are taking care of our customers as usual.

We will rebuild, on a much larger scale, a new home for

"GIBRALTAR" BRAND EGG CASES

EGG CASE FILLERS, POULTRY COOPS, POULTRY BOXES,
BUTTER BOXES, Etc.

This new factory will be completed as soon as possible.

In the meantime, our temporary facilities will enable us to take care of your requirements.

WEBSTER BROS. MFG. CO.

WAUCOMA, IOWA

STANDARD WAREHOUSES FOR

EGG STORAGE

UNDER EXPERIENCED AND SUCCESSFUL MANAGEMENT our warehouses have satisfied the most critical egg merchants for many years

UNION TERMINAL COLD STORAGE CO.

JERSEY CITY, N. J.

Located on Main Lines of ERIE R. R. and D. L. & W. R. R.

Track connections with all railroads

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Gansevoort and West Washington Markets

NEW YORK CITY

on tracks of New York Central Railroad

KING'S COUNTY REFRIGERATING CO.

WALLABOUT MARKET :: BROOKLYN

Modern Equipment — Proper Temperatures — Low Insurance

Unequalled Railroad Facilities — Ideal Location for Selling

and Distribution — Liberal Advances

GENERAL OFFICES

525 WEST STREET

T. A. ADAMS

NEW YORK CITY

R. A. ADAMS

Could Anything Be Simpler?

THE illustration shows the method of insulating brine and ammonia fittings with Nonpareil Cork Fitting Covers. Could anything be simpler or more practical?

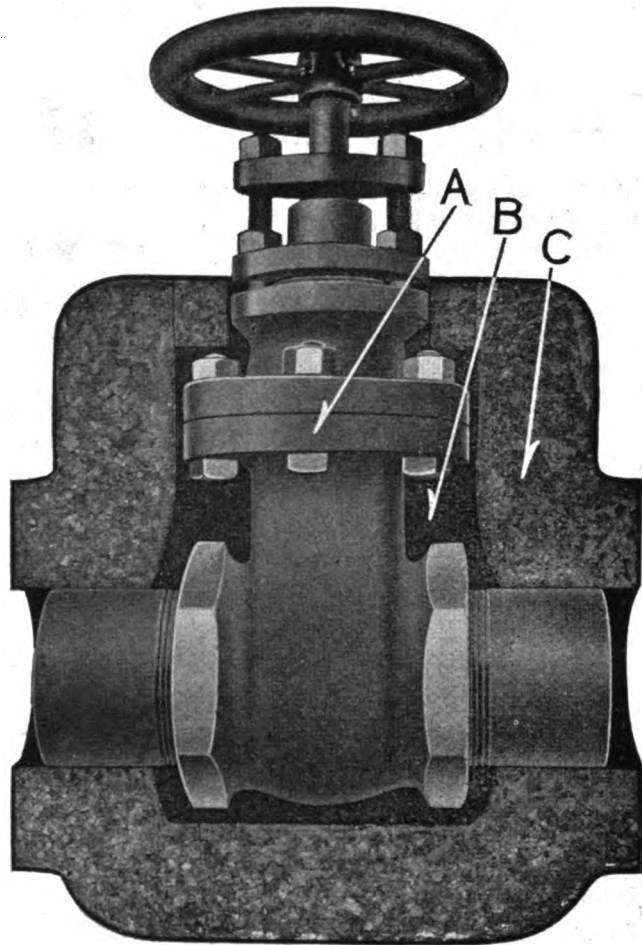
"A" is a bolted-bonnet, screwed globe valve.

"B" is Nonpareil Brine Putty, a plastic composition of cork with a binder, used not as insulation, but solely to build out the irregular surface.

"C" is the insulation—a Nonpareil Sectional Cork Fitting Cover, the same material and the same thickness as Nonpareil Cork Covering for pipes, and applied in the same way—simply laid over the fitting in two accurately made halves and cemented and wired in place.

Thus covered your insulation is *identical* from end to end of the line—not a patchwork of different materials. No "weak spots," no breaks between fittings and pipes and no openings or voids where frost may form.

Nonpareil Cork Fitting Covers are made in sectional or lagged form, for *all fittings* and *all sizes*, screwed or flanged, standard, ammonia and extra heavy. Ample stocks at factory and branches assure immediate shipment of any reasonable demand.



Write for the new book, "Permanent Covering for Refrigerated Lines and Tanks." It is sent free on request.

ARMSTRONG CORK & INSULATION COMPANY

155 Twenty-fourth Street

Pittsburgh, Pa.

Also manufacturers of Nonpareil Corkboard Insulation for cold storage and ice storage rooms; Nonpareil High Pressure Covering for steam lines, feed water heaters, boilers, etc.; Nonpareil Insulating Brick for boiler settings, furnaces, ovens, etc.; Nonpareil Cork Machinery Isolation for noisy machines, and Linotile and Armstrong's Cork Tile for floors in offices, residences, etc.

Nonpareil Cork Covering

For Cold Lines, Coolers and Tanks



The Buyer's Page



Fewer Parts, Less Work, More Flexibility, with this New No. 5 American Butter Cutting Machine

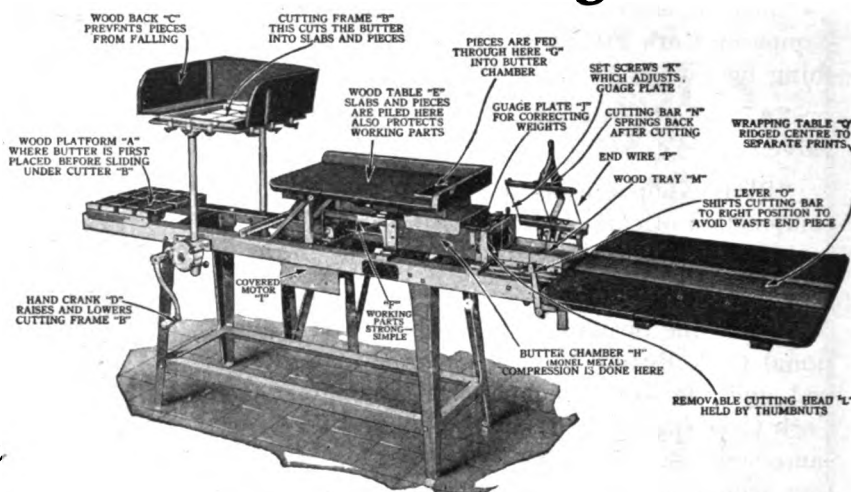
THIS machine is a single unit, on one base, very simple in construction, with fewest possible working parts. Only one large slow working gear is required to operate the eccentric which drives the piston.

There is no cover to lift up and down, no starting lever. The piston is traveling back and forth continuously in the butter chamber, running through two prints with every stroke—20 strokes per minute.

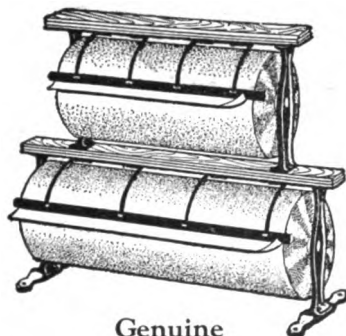
This machine turns out clean-cut prints of accurate weight. The change from $\frac{1}{4}$ lb. to $\frac{1}{2}$ lb. or 1 lb. prints is made instantly without changing a wire, by means of different cutting heads which may be quickly clamped upon the mouth of the butter chamber. A shifting arrangement of the cutting bar enables operator to practically eliminate the necessity for throwing butter back into machine.

Operator needs to move only a step in his work — a great saver of labor.

Write for complete information and prices.



Standard Creamery Supplies



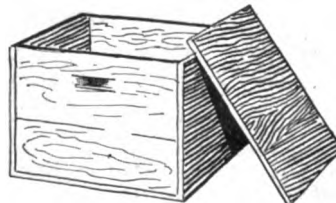
Genuine Vegetable Parchment

We furnish both the rolls and the holders. Standard rolls are 9' in diameter and 9-12-13-15-18-20-24-30 and 36 inches in width. Rolls made from 30 lb. paper. Prices on request. We can also furnish a complete supply of all standard sizes of squares and circles used in the dairy industry.



Butter Cartons

For immediate shipment and at attractive prices we can supply nearly a dozen different brands of stock printed butter cartons. Use stock printed cartons when you run short of cartons; when you must supply some customer with a special brand; when you have an "off" grade of butter to sell; or when requirements are too small to afford special printed cartons.



Poplar Shipping Boxes

A large stock of both poplar and spruce shipping boxes enables us to make lot shipment in any quantity at prices in line with present costs. Shipped "knocked down." Capacity runs from 12 lbs. to 100 lbs.



Corrugated Fibre Butter Boxes

Dust proof, theft proof, insulated shipping boxes — better, neater and cheaper than wood — keep contents of box in sweet cool condition. Saves time in packing; requires no parchment liners. Capacity 2 to 50 lbs.

Twin City Branch—2490-2494 University Ave., St. Paul, Minn.

A. H. Barber-Goodhue Company
300 W. Austin Ave., Chicago, U. S. A.

A. H. Barber-Goodhue Co.
Gentlemen—Please send us complete information and prices on

.....

Name.....

Address.....

MAKE SURE GAINS!

Ask us for
Proof and Facts
from some of
the Largest
Feeders in the
Business!

The New
Super-
Mash

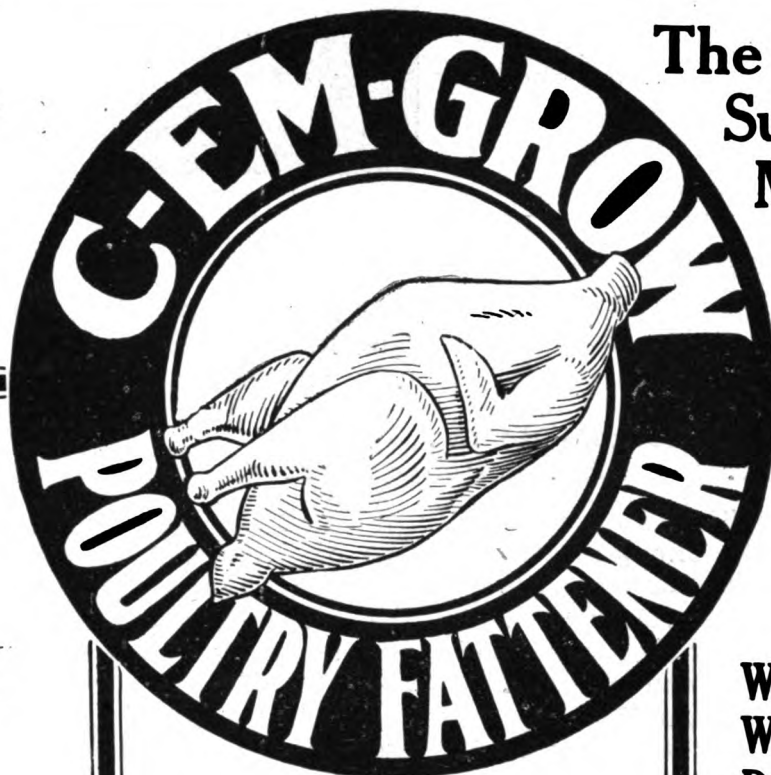
*Formulated
and
Perfected
by Actual
Live Car
Feeders!*

CONTAINS:

Rolled Oats	Flour
White Corn Meal	Middlings
Extrafine Ground Oats	Red Dog Flour
Corn Germ Meal	Peanut Oil Meal
Soya Bean Meal	Bone Meal
Beef Scraps	Calcium Carbonate Salt

GUARANTEED ANALYSIS:

Protein . . .	15%
Fibre . . .	4%
Fat . . .	5%
Carbo . . .	50%



*The REAL
Flesh Builder*

With or
Without
Dried
Butter-
milk

We have just completed new tests that prove without question that—

- 1—C-EM-GROW will show better colored flesh at fourth day of feeding.
- 2—C-EM-GROW will produce weight quicker than any feed we know of.
- 3—C-EM-GROW is perfect in balance and shows minimum droppings.
- 4—When fed properly the birds will eagerly clean up all you feed them.
- 5—C-EM-GROW on actual test has produced weight with greater condition of flock and less death loss from any other source.

Wire or write for Trial Order and Free Samples, TODAY

Manufactured Exclusively by

J. J. BADENNOCH CO.

400 N. Union Avenue : CHICAGO

CUSHIONED —
To protect eggs from
Vertical Shocks



LOCKED —
To prevent Shifting of
Fillers in the Egg Case

VICTOR CLAIREMONT,
President

W. G. HOWARD,
Vice-President

CLAIREMONT STERILIZED EGG COMPANY
160 N. Market Street
Chicago, Ill.

Cushion-Locked-Pad Co.,
208 N. Wells St., Chicago, Ill.

Dear Sir:

We thought it might be of interest to you to hear of the results we obtained from sterilizing a car of eggs which were packed with your Cushion-Locked-Pads.

This car was delivered to us from the shipper without any damage whatsoever.

We handled this car with inexperienced employees inasmuch as we found they could take out the fillers of three dozen at a time very easily, on account of the more rigid construction of your Cushion-Locked-Pads, and it came out with considerably less checks and dead loss than any car we have ever handled.

We found no disadvantage in using the Cushion-Locked-Pads in the process of sterilizing eggs. The fillers can be slipped just as easy with your pads as with the ordinary dividing boards, by merely lifting the front part of the filler up slightly, because of the pad having a smooth bottom.

Your product has many merits and is so simple, yet it meets all the requirements necessary to eliminate damage without any demerits, and I can very readily see how eggs are protected from all shocks in transit, storage packing or any other handling.

I predict your Cushion-Locked-Pad will be in general use by all produce dealers as soon as they become acquainted with their merits.

Yours very truly,

CLAIREMONT STERILIZED EGG CO.,
By C. B. Faulkner.

CBF:GD

Write for Free Sample of Cushion-Locked Pads

CUSHION-LOCKED-PAD COMPANY
208 N. Wells St., CHICAGO, ILL.



The Railroad Question

Shipper Suggests Program for Future Conduct

It is not the purpose of the Executive Committee of the National Poultry, Butter and Egg Association to stir up strife. It is not its purpose to air troubles of shippers and receivers with a view of adding to the transportation confusion of the country. On the contrary, when it published "For Public Benefit" in the July Number of the 'Bulletin', it did so for the sole and only purpose of assisting to arrest these very things.

Since the publication of that article many comments have been made concerning it, all of the same tenor. One of the many is selected and reproduced herewith:

"In looking over the current National Bulletin received today, I was particularly interested in your article under the heading 'For Public Benefit.' I think this article is very timely and that the interested railroad officials should all receive a copy of it. I think it should be a permanent part of the program of any future meetings between the shippers and the railroad heads. I think it should be given all the publicity possible for you have certainly hit the nail on the head."

"I have just finished reading the proposed classification changes as very recently made public by the railroads. After having taken up the time of the shippers for several years, they now calmly go ahead and publish a tariff to suit their own convenience. It is just such things as this, and the unfair practices as made plain in your Bulletin article, that will cause thousands of shippers in other lines of business, as well as our own, to look with indifference upon any radical legislation that may be started against the railroads."

"I have heard big shippers and big men frequently say that while legislation might be radical, they were not going to concern themselves, because of the unfair practices the railroad managers indulge in, when it came to taking advantage of the shippers as individuals."

In commenting on this letter it may be explained that the article "For Public Benefit" made no attempt to recite carrier practices growing out of Classification Rules and Regulations. These will be the subject of another article which is now in course of preparation and will be ready for publication at the time of the Annual Convention.

Acceding to requests from various sources, "For Public Benefit" is reproduced in this issue of the 'Bulletin.'

—Master-Made

Q WONDERFAT

Station feed for milk feeders

Shipping feed for live shippers

Q YOUR feed — *vitalized*

Q Address —

WONDERFAT Poultry Feed Dept.

Produce Exchange Building,

Kansas City, Missouri

WONDERFAT

ANNUAL MEETING

Large Attendance Expected at the Fall Convention

As previously reported, the Seventeenth Annual Convention of the National Poultry, Butter and Egg Association will be held at Hotel Sherman, Chicago, October 8 and 9, 1923.

Reduced Railroad Fares

Early in July applications were filed with the various railroad passenger associations requesting that they authorize the issuance of reduced fares for the occasion, and it is expected that these applications will be approved. Last year reduced railroad fares were granted by the carriers under what is known as the "certificate plan", and members paid half fare for the return trip from Chicago. A circular will later be issued by the Executive Office instructing members as to just what steps to take in order to secure reduced rates.

Advance Information

Before the next 'Bulletin' is issued, the Executive Office will mail to each member, a card to be filled out with the names of persons who will attend the convention. Members are urged to return the cards promptly with the information desired, so that badges may be made up in advance, and be ready to hand out when called for at the Secretary's office.

Hotel Reservations

Members are requested to make their reservations for hotel accommodations well in advance, for it is expected that the attendance this year will be as great or greater than in former years. Requests for such reservations should be mailed to the hotel direct. Should members have any difficulty in making hotel reservations, they are requested to get in touch with the Executive Office, or with any of the Chicago members, who will be glad to serve them.

Space for Exhibition

Members who desire space for exhibition purposes at the convention should communicate with the Executive Office promptly.

Convention Committees

Early in August there will be a meeting of the Chicago membership, for the purpose of appointing the various convention committees.

A POSTER EXHIBIT

Suggestion From Texas Timely

Jeff Brewster, Vice President of the 'National' for the State of Texas, suggests that a collection of posters and other material of an artistic character (which various markets and individuals are putting out or have put out for the purpose of educating the public concerning the food values of Eggs and Butter, with the idea of inducing greater consumption) be collected and exhibited at conspicuous places through Hotel Sherman during the Annual Convention. This appears to be a good idea and if members of the Association will take enough interest in the matter and send such material (no matter what it is) to the Executive Offices, proper exhibits will be prepared under the supervision of an expert advertising man.

If members have in mind any slogans or catchy phrases to use in connection with the material, they are urged to send them also.

The coming convention will be exactly what the members make it. If they want the greatest convention in the history of the association, it is theirs if they will follow the hints that the Executive Committee will throw out from time to time. The greatest convention in the history of the association means the greatest opportunity for profitable business.

THE 1924 BROKER'S TAX

Under Ruling of Internal Revenue Department Commission Merchants Must Pay 1924 Tax—Payments Should Be Made Under Protest—Simple Form of Protest

If you are an out and out Commission Merchant and do no brokerage business whatever, you must still pay the Stamp Tax levied under and by virtue of Section 1001 of the Internal Revenue Act of 1921, but when you pay, make the payment Under Protest, because contemplated litigation may determine that the rulings of the Internal Revenue Department are without foundation of law, in which event, if your protest be properly made and presented, you will be entitled to present your claim for a refund, and in all probability the refund will be made.

A simple form of protest should be substantially as follows:

"I am not a broker. I am not liable under the law to this Special Tax. I am paying because you demand payment. I am paying because I do not want the Government to seize my property. I am paying because I do not want to incur the penalties involved in your ruling. For all of these reasons I am paying under protest."

Let this form of protest accompany your payment of the tax and keep a carbon copy for your file. After the litigation has determined your rights in the matter, the further steps will be indicated.

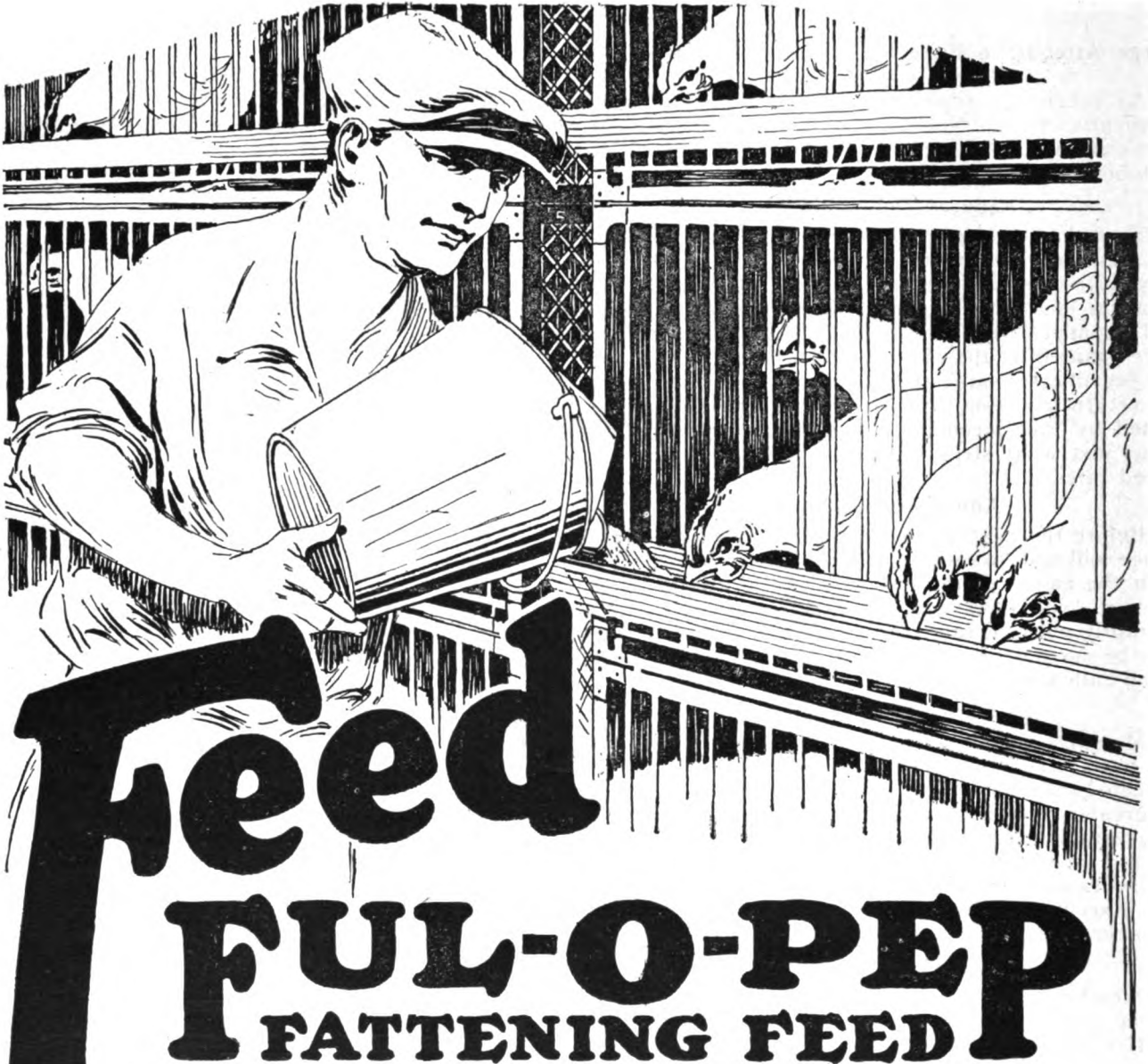
MORE ABOUT THE BROKER TAX

John M. Sternhagen, the Chicago Attorney who will conduct the litigation through which it is sought to secure refunds of the Special Tax which was levied against Commission Merchants under ruling of the Treasury Department of the United States, has drafted the 'declaration' he will file in a suit which will be commenced within a few days.

Concerning the claims of commission merchants who have paid this tax under protest, it must be borne in mind, that even if the suit succeeds, no refunds will be allowed to commission merchants unless they have *first filed their claims with the government* and no commission merchants will be in proper status to sue, unless the claim so filed *has been first rejected*. These are statutory provisions.

If you are a *commission merchant*, send your claims to the Executive Offices without delay and they will be prepared for proper presentation through Mr. Sternhagen. Your claims should include every year you have paid this tax, notwithstanding the Internal Revenue Department has ruled that the payments made for the year 1919 and 1920 are outlawed—this is one of the points that will be litigated at the proper time.

In addition to securing a refund of the amounts already paid the suit has for its object the discontinuance of this levy on commission merchants.



Feed

FUL-O-PEP

FATTENING FEED

It is the result of the latest scientific research and the knowledge secured from the practical experience of hundreds of the biggest commercial feeding plants.

Ful-O-Pep Fattening Feed is produced by the largest cereal manufacturers in the world, the premier millers of Rolled Oats and Oatmeal. It offers a ready mixed ration, unequalled for production of weight and ideal finish. It eliminates irregularities in mixing. Every mouthful is a balanced ration.

Ful-O-Pep has as its base, table rolled oats, oatmeal and ground white corn, balanced and strengthened with a variety of other valuable ingredients. Its high absorption quality insures its taking up an unusually large amount of moisture and its absorption is so rapid it can be fed from 15 to 30 minutes after mixing.

Crate fatteners and live car shippers appreciate the convenience of a completely balanced, ready mixed feed, and in Ful-O-Pep Fattening Feed they will be assured of an outstanding feed that contains the highest quality ingredients, evenly mixed, producing exceptional results.

Write us for free sample and further facts.

INGREDIENTS

Rolled Hulls	Corn Germ Meal
Oats	Ground White
Oatmeal	Corn
Low-grade	Linseed Meal
Wheat Flour	Ground Puffed
Bran	Rice
Middlings	Bone Meal

ANALYSIS

	Per Cent
Protein	15
Fat	5
Carbohydrates (Nitrogen free Extract) ..	60
Fiber (not to exceed) ..	5



The Quaker Oats Company

Poultry Service Dept. Address: 1635 Ry. Ex. Bldg., Chicago, U.S.A.

AMENDS CANADA LAW

An Act to Amend the Dairy Industry Act, 1914

An Act to amend the Dairy Industry Act, 1914, was passed during the last days of the Session of Parliament which has just closed. The objects of the amendments are to render the Act more operable and to eliminate weaknesses which time and changing practices in the handling of dairy products have shown to exist in the Act as it was previously.

In the amending Act the terms "Inspector" and "Provincial Analyst" are defined. These terms are used in the Acts but were not previously defined.

In The Dairy Industry Act, 1914, there was a maximum standard of 16 per cent of water in butter, but no minimum fat standard. A minimum fat standard of 80 per cent has been provided, thus bringing the Act into conformity with the provisions of the "Food and Drugs Act" administered by the Department of Health, which has for years provided a minimum fat as well as the maximum water standard.

The requirements as to the weights of prints of butter was formerly that they be of full net weight "at the time they were moulded or cut". This has been changed by striking out the words "at the time they are moulded or cut", as usually when prints were short in weight it was impossible to prove that the shortage existed at the time of cutting. Prints must now be of full net weight when offered for sale and allowance must be made for shrinkage at the time of cutting.

The importation, manufacture and sale of so-called "filled" milk or cream (that is, milk or cream containing fat other than that of milk) is prohibited. The manufacture and sale of these products in Canada have never assumed large proportions but will now be entirely prohibited.

The Governor in Council has been empowered to pass regulations regarding keeping of records by manufacturers of and dealers in dairy products and it is proposed to pass regulations regarding records of whey butter manufactured and sold as undoubtedly much of this product now reaches the consumer as creamery butter.

Authority is also provided for the passing of regulations to provide for the registration of all cheese factories and creameries and the use of an assigned number of the packages containing the product of each. At the present time there is much duplication of brands and changing of brands. Frequently it is impossible to identify the product of different factories and the grade certificates cannot be sent to the proper person. This interference with the work of grading and unnecessary difficulties in the way of graders will be obviated by the use of a registered number by each factory.

It is not proposed to provide any regulations which will be burdensome to manufacturers or dealers and only such as are necessary and in the best interests of the industry will be put into effect.

The Act as amended and any new regulations which may be passed, as well as the old regulations, will be printed in circular form and will be available for distribution in a few weeks.

The Storm

First Gentleman—"Did you get home last night before the storm?"

Second Gentleman—"That was when it started."
—*Western Christian Advocate.*

"THE PRODUCE BULLETIN"

Official Organ Canadian Produce Association Makes Its Bow

Volume 1, Number 1, of The Produce Bulletin has reached the Executive Offices of the National Poultry, Butter & Egg Association.

It is the Official organ of the Canadian Produce Association, of which W. A. Wilson, Regina Park, Sask., is President and James T. Madden, 90 Colborne Street, Toronto, is Secretary.

In introducing itself, it states that it is being published for the purpose of "keeping the trade informed of the activities of the Canadian Produce Association and to lead to a public discussion (within trade circles only) of important matters pertaining to the trade".

The leading article, under the caption: "Canadian Farm Products in Great Britain's Markets", is a very interesting one by the president of the association and clearly demonstrates that as an investigator and writer, he merits "front page" space.

An editorial under the caption: "Co-operation?" indicates the progress made by 'Co-operatives' along governmental lines and for the benefit of the members of 'National', it is reproduced in this issue of the 'National Bulletin'.

The managing of the publication is in charge of Mr. Madden and here is hoping that every member of his association may be a contributor to his pages, as it is only by this means that it can properly fulfill the mission for which it was created.

The National Poultry, Butter and Egg Association (publisher of the National Poultry, Butter and Egg Bulletin) welcomes the advent of The Produce Bulletin and expresses the hope that it may grow and prosper and be the means of bringing together all members of the trade in Canada, of enlarging the viewpoint of the Canadian public in relation to the marketing and distribution of farm products in Canada and of promoting friendships with those in the trade in the "States".

SUGGESTION TO CANADIAN FRIENDS

Our friends and neighbors in Canada now have an official organ in the shape of the Produce Bulletin.

Already in "the States" there is a prominent and reliable trade's journal, which enjoys a wide circulation, bearing the same name.

Because we hope to see the new publication enjoy a wide circulation in "the States" and to avoid the confusion which might result, we suggest that the name of the new publication be changed to "Canadian Produce Bulletin".

And for another reason: In these days of "Hurry up" men have grown into the habit of abbreviating everything that will stand for it. For example: The Produce Bulletin of "the States" is known as the 'Bulletin', the New York Produce Review and American Creamery is known as the "Review", Chicago Dairy Produce as "Dairy Produce", the National Poultry, Butter and Egg Bulletin as the "National Bulletin".

"Canadian Bulletin" would be the legitimate abbreviation of the name suggested and it could become popular without causing confusion.

Putting Certainty Into the Buying and Selling of Butter and Eggs

"It is the shipper who sends unhedged cars to market who is taking chances. Instead of being a speculative transaction, as many ignorant ones have charged, hedging is the exact opposite of speculation. It is the process that puts certainty into the buying and selling of such products.

"The unhedged shipment may bring a loss. This is speculation. The hedged shipment is largely protected against a loss. Therefore it is good merchandising practice — sound business — common sense."

(From the new booklet on "Hedging," published by the Clearing House Educational Bureau of the Chicago Mercantile Exchange. Get all the facts about Hedging by sending for a free copy.)

***Send for
Free Booklet
on "Hedging"***

Address

S. EDWARD DAVIS, Business Manager

Chicago Mercantile Exchange

THE MARKET PLACE
FOR BUTTER AND EGGS

La Salle Street at Lake Street

CHICAGO

Classification Egg Rules

Packing, Loading, Inspection and Delivery Rules to Be Revised—Shippers and Receivers Urged to Study Proposed Changes and Submit Their Views to the Executive Office

The railroads have issued notice of their intention to revise the present classification egg packing, loading, inspection and delivery rules. The revised rules are reproduced below, and according to the carriers, will be published to become effective early in 1924.

(Changes are shown in *italics*.)

Eggs, N. O. I. B. N., Subject to Note 6:

- (1) Packed in barrels, actual weight, L. C. L.
- (2) Packed in wooden boxes conforming to specifications in Note 2, actual weight, L. C. L.
- (2) Packed in cases or carriers conforming to specifications in Notes 3 and 4, subject to Note 5, estimated weight as provided in Note 1, L. C. L.
- (3) In packages named, C. L., min. wt. 20,000 lbs., subject to Note 7.
- (1) In boxes, cases or carriers, not conforming to the requirements of Notes 2, 3 and 4, or not packed in accordance therewith, actual weight, L. C. L.
- (4) In boxes, cases or carriers, not conforming to the requirements of notes 2, 3 and 4, or not packed in accordance therewith, subject to Note 7, C. L., min. wt. 20,000 lbs.

RATINGS

	Official	Western	Southern
(1).....	1	1	1
(2).....	2	2	2
(3).....	3	3	3
(4).....	R25	2	2

Note 1—Standard Egg Cases or Carriers containing thirty dozen Eggs or less will be charged for at 53 pounds per case; any excess number of eggs above thirty dozen to be charged at two pounds for each additional dozen or fraction thereof. On shipments in export or import cases the charges will be based on actual weight.

Note 2—When Eggs are in wooden boxes with ends not less than $\frac{1}{2}$ inch in thickness and with top, bottom and sides not less than $\frac{3}{8}$ inch in thickness, end cleats must be used, but other container construction is not specified; each Egg must be completely surrounded with the packing material and a substantial cushion must be used between the Eggs and the walls of the outer container.

Note 3—When Eggs are in wooden cases with ends less than $\frac{1}{2}$ inch in thickness, or with top, bottom or sides less than $\frac{3}{8}$ inch in thickness, the cases must be made of hardwood or spruce and the following construction and packing requirements must be complied with:

Standard Egg Case Construction:

Sides, top and bottom must be not less than 3-16 inch in thickness; center partition must be not less than 7-16 inch in thickness; end cleats must be not less than $1\frac{1}{4}$ by 7-16 inch in thickness; three-penny fine, cement coated, large headed nails, eighteen on each side, twenty-one on bottom and eight on top (four in each end, except where drop-cleat cover is used

three nails in each end will suffice); ends must be not less than 7-16 inch in thickness and either of one piece, or two pieces cleated, but when two end pieces cleated are used two nails must be used in each end of each piece, nails clinched; panel ends may be used if made of 5-16 inch material completely surrounded by $\frac{1}{2}$ by $1\frac{1}{4}$ inch cleats securely nailed with not less than six nails in each cleat, nails clinched; center partition must be of not more than two pieces, and so placed when nailed that it will be squarely across the case, plumb and level with the top and bottom of the case, each compartment to be not less than $11\frac{1}{4}$ inches inside measurement; sides, bottom and top must be of not more than two pieces each; staples may be used in lieu of nails if clinched on the inside.

Second-Hand Egg Cases or Carriers:

Second-hand cases or carriers of construction as specified in Note 3 (cases or carriers which have already been used in the transportation of Eggs and are re-used) must be securely strapped with iron, wire or wooden straps on the sides and bottom at or near each end.

Note 4—All fillers and mats must show the name of the manufacturers and must comply with the following requirements:

(a) All flat dividing boards and honeycomb fillers must be made of wood pulpboard or hard calendered strawboard weighing not less than three and one-half pounds to the set of ten fillers and twelve dividing boards, one of which is to be used at bottom and top of each compartment, all to be of sufficient size to fill the compartment to prevent shifting, and

(b) Standard packing mats must be placed at the top and bottom of each compartment and must not be less than $11\frac{1}{2}$ inches square made of excelsior, uniformly distributed, weighing not less than three and one-half ounces, covered with paper having a resistance of not less than twenty-three pounds per square inch, Mullen test, or one standard packing mat may be used at the bottom of each compartment and on top of each compartment not less than three ounces of loose excelsior sufficient to hold contents firmly in place. The use of standard packing mats is recommended between fillers in addition to their use at top and bottom of case and where used a flat dividing board will not be required, or

(c) Sixteen safety cushion flats with thirty-six molded rings made of compressed pulp not less than $11\frac{1}{2}$ inches square, each weighing not less than one ounce. Such flats may be used to pack 30 dozen standard cases composed of ten fillers. In each compartment two cushion flats back to back must be used in bottom and two similarly placed at top of case to act as cushions and one cushion flat (rings up) between 2nd, 3rd, 4th and 5th layers, or

(d) Cupped trays must be of compressed pulp weighing not less than $3\frac{1}{2}$ lbs. for each 30 dozen set of 18

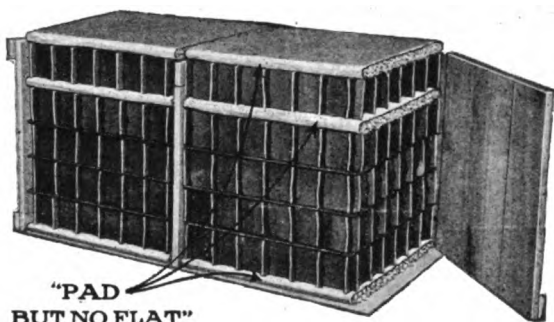
EXCELSIOR EGG CASE PADS

No Longer An Experiment

Improved Excelsior Egg Case Pads have now become as staple an article in egg packing as a set of new Standard Honeycomb Fillers or new Standard Egg Cases.

CARRIERS APPROVE

The railroad and express companies are now advocating a general use of Excelsior Pads, as their observations during the past season have convinced them that breakage can be practically eliminated through this method of packing.



PROPER USE

The results of the past season prove that when Pads are used, ***six to the case***, as shown in above cut, breakage can be reduced to a minimum heretofore thought impossible. The saving of one egg covers the cost of the two additional pads under the top tiers and is the cheapest insurance against breakage you can buy.

IMPORTANT

The manufacturers' name and address should appear on each pad. All pads manufactured by us bear the following "trademark" and assure you of standard construction:



EXCELSIOR WRAPPER CO.

Grand Rapids, Mich.
Sheboygan, Wis.

Manufacturers

Chicago Office:
224 W. Kinzie Street

pairs of trays and 4 cushions, and must completely enclose the eggs on end between lower and upper trays, the Eggs being packed on end from the bottom to the top of the egg case; inverted trays of 25 cup size must be used as cushions at top and bottom of each compartment, or

(e) *Eggs must be packed in fibreboard or pulpboard shipping carton fillers (cartons containing fillers constructed to prevent contact of Eggs with each other or with ends of sides of cartons), each containing one dozen Eggs packed in standard egg cases with standard packing mats at top and bottom of each compartment.*

(f) Second-hand fillers must not be used.

Note 5—To obtain the ratings provided for Eggs in cases or carriers conforming to Notes 3 and 4 shippers must, according to the nature of package used, certify on the face of the shipping order and bill of lading as follows: "These Eggs are packed in Standard Egg Cases with standardized fillers in compliance with the requirements of the Consolidated Freight Classification."

NOTE 6—SPECIAL REGULATIONS GOVERNING DESCRIPTIONS, MARKS, INSPECTION AND DELIVERY OF EGGS, AND THE HANDLING OF CLAIMS THEREUNDER.

Section 1—Shippers of Eggs shall be required to note on shipping order and bill of lading:

(a) The character of the shipment, whether Current Receipts, Rehandled Current Receipts, Rehandled and Repacked Eggs, see paragraph (d), Storage Packed Eggs, Checks or Dirties, and the number of cases of each.

(b) The particular identification mark appearing on cases containing different grades, as for example:

400 cases storage packed (N-M), no mark

40 cases dirty eggs, marked "D"

10 cases checked or cracked eggs marked "C"

If no marks, billing must so read.

(c) Number of cases separately that are not packed with full thirty dozen and extent of shortage.

(d) Rehandled and Repacked Eggs consist of Eggs rehandled and repacked in new standard cases with new flats, fillers and cushions, in accordance with classification requirements. Cases, fillers and flats shall be considered new and standard when in good condition and moving in direction of market from point first used.

Section 2—(a) Applicable at points other than Boston and New York:

Upon arrival at destination of shipments of eggs in carload or less carload lots, consignee or his authorized representative shall have the privilege, before eggs leave the possession of carrier and under supervision of carrier's representative, of lifting the lids of twenty (20) cases in any carload, or of twenty-five (25) per cent, with a maximum of twenty (20) cases, of the cases of any less carload lot chosen by him, and of examining the top layer thereof for the purpose of ascertaining whether such cases contain damaged eggs. *Where six standard packing mats are used, the entire contents of case may be examined.*

If such examination shows no evidence of damage, it shall be considered complete and final for the entire shipment, and a good order receipt shall be required of consignee.

If such examination, however, discloses damage, consignee shall have the right to make further examination of shipment and to set aside all cases containing damaged eggs. Joint inspection of all such cases set aside shall be conducted by representative of car-

rier and consignee, or his representative, and extent of damage, together with facts pertaining thereto, shall be noted on paid freight receipt or other document and signed by joint inspectors.

(b) Applicable at Boston and New York, New York Harbor points, and Newark, N. J.

(c) Where consignments of eggs are received at shipping point and receipted for as in apparent good order (contents and condition of contents of packages unknown), if it has been necessary for the carrier to reconvert any of the cases during transportation or to transfer a carload from one car to another, or if the load or any part of it has shifted, or if any cases in the shipment show external evidence of damage, the consignee shall be entitled to inspect the contents of all the cases he may deem necessary to determine the condition of the shipment, such inspection to be made jointly with carrier's representative and a receipt shall be given in accordance with the ascertained condition of the shipment.

(d) *When consignments are received which disclose no conditions which would permit dock or depot inspection, as referred to in Section 2 (c), delivery may be taken by consignee of not more than 100 cases from any carload or of twenty-five (25) per cent of the cases of a less carload lot and if, upon examination of such delivery at the consignee's place of business, damage shall be found and notice from consignee of the extent and character of damage is received within 24 hours from the time of delivery thereof, the privilege of inspection at dock or depot will be accorded the remainder of the shipment not delivered. Such inspection shall be made jointly with the carrier's representative and the amount of actual damage ascertained on the remainder of the SHIPMENT. The extent and amount of damage to be allowed on that portion of the SHIPMENT which has been delivered shall not exceed the same ratio per case as ascertained from inspection at dock or depot of the remainder of SHIPMENT. This method of allowing inspection and determining extent of damage will only apply upon deliveries made direct to consignee's place of business and will not apply to reported conditions at places to which the consignee may have made a delivery.*

Section 3—Where the carrier determines that space at the carrier's station does not admit of the examination there of a given shipment which requires inspection, the consignee shall be entitled to demand an examination of such shipment at his own warehouse. Upon demand made therefor at the time of delivery, even though space does so admit, the carrier may at its option elect to have the examination at the warehouse of the consignee or such other place as the two may agree. Such inspection shall be a joint inspection and shall be made within twenty-four (24) hours after delivery of the eggs by the carrier. The carrier shall have the right in such instances to mark the cases so delivered or examined for the purpose of identification.

No cases shall be opened until both parties are present. However, where carload shipments are consigned to cold storage warehouses or packing plants, inspection may be made at such plants but only in presence of authorized representatives of carriers.

Section 4—Upon the discovery of eggs deteriorated by heat, cold or wet in any shipment, not later than twenty-four (24) hours after delivery, the consignee shall be entitled to a joint examination of the entire contents of the shipment to determine the damage from such causes, provided demand is made therefor within such time.

(Continued on page 30)

EGG CASES

POULTRY BOX SHOOKS

"Only One Kind—THE BEST"
COTTONWOOD

Carefully Manufactured—Securely
 Bundled—Uniformly Graded

THIRTY-FIVE YEARS' experience in
 serving the Egg Case Trade has
 established the fact that
 the symbol



means **QUALITY**

"Quality Goods should be shipped in
 Quality Cases"

"A REQUEST WILL BRING A
 QUOTATION"

AMPLE TRUNK LINE FACILITIES
 INSURE PROMPT SHIPMENTS

Anderson-Tully Co.
Memphis, Tenn.

J. G. CHERRY CO., Sales Representatives
 Cedar Rapids, Ia., Tama, Ia.,
 Peoria, Ill., St. Paul, Minn.

ORDER COAL NOW

**Department of Commerce Urges Coal Supply for Fall
 and Winter Be Purchased Now**

Coal carrying railroads now have empty coal cars on hand and sufficient motive power to move the winter supply of coal required by members of this association, and they should take steps to order their requirements at this time to avoid mid-winter congestion.

The congestion here referred to is not coal congestion, alone, but the congestion that ties up everything and interferes with the free movement of Poultry, Butter, Eggs and Cheese—the kind of congestion that finds our cars in the great consuming terminals of the East empty, and full warehouses in the West without cars in which to load, and all concerned taking losses.

To move the season's live poultry crop and the cold storage holdings with reasonable dispatch when the time comes to move them, the advice of the Executive Committee to all members is to place orders for coal NOW. On this subject, the Department of Commerce, by Acting Secretary J. Walter Drake, on July 10, issued the following:

"On April 11, 1923, a communication was addressed by Secretary Hoover to the trade associations of the country urging them, among other things, to take immediate steps to bring about co-operation among their members to secure advanced storing of coal during the light consuming season and before the heavy traffic demands of the fall were imposed upon the railroads. It was pointed out that such action on the part of the industries would operate in a great measure to safeguard against the disastrous consequences that have followed the postponement of coal purchasing and shipment to a late period in the season when the railroads are not able to handle the increased traffic.

"A statement has just been issued by the Federal Fuel Distributor calling attention to the fact that the industries generally have thus far very largely failed to secure their coal requirements for next winter's use, and that they will therefore be demanding the shipment of coal at a time when experience shows the greatest burden of the year is placed upon the railroads. A shortage of fuel during the fall and winter would result in a failure of production and a loss far exceeding any slight extra burden that might possibly be occasioned through the purchasing and storing of coal in advance of the time of peak load upon the railroads.

"This department strongly urges upon you the importance of safeguarding the continuance of operations in your industry by the prompt purchase and shipment during the next two months of coal for fall and winter consumption."

Gone His Limit

"Prisoner, have you anything to offer in your own behalf?"

"No, your Honor; I've turned every cent I own over to my lawyer and a couple jurymen."—*The American Legion Weekly*.

So few men leave footprints upon the sands of time because most of them are always covering up their tracks.

COLD STORAGE FOOD ON THE KITCHEN TABLE

By Walter P. Eldred, Aged 14, Spencer, Ohio

Awaiting preparation for the banquet to be served to 750 Champion Boy and Girl Club Members, there were arranged on a large table in the kitchen of the Sherman Hotel all kinds of good things ready to be fixed and cooked to appease the appetites of the guests. All of these things came from COLD STORAGE WAREHOUSES, and while peeping in at the door, the following dialogue was overheard:

"Hello, Mr. Nut," said Mr. Egg. "Guess our time has come. Well, anyway, I'd rather feed those worth while club members than anyone else."

"So would I", said the Nut. "I've been in that cold place for three months and it's about time I was seeing the world again."

"Well, I was in there longer than that," said the Egg. "It was five months ago I landed there."

"Guess I was lucky," said the Chicken. "They only kept me four weeks, but I met a chicken who said he had been there four months."

"Why, you fellows don't know what a long stay is for I've been in that place for six months and I heard the cook say I was as good looking as I was when I was put in," said boastful Red Cherrie.

"You don't say, Mr. Cherrie; well, I was there six months, too, and the fellow who brought me here said he never smelled sweeter Butter; so you needn't be so boastful, for I, too, was just as good as Mr. Chic."

The viands all said to me while eating dinner that they had come from the cold storage plants to feed us.

The COLD STORAGE plant is a far away subject to most farm people. We are so used to fresh products that most of us have the idea that the cold storage products are stale and unfit for use. Many of us feel that the cold storage plant only helps the poor laboring man who cannot get fresh products. Very few realize that the commodities in the storage houses are owned by the large provision houses. Really, the Cold Storage houses are given scant thought and when the idea that they are the connecting link between the farmer and the masses of city people is presented it amazes us.

When eating dinner the idea that cold storage products were stale or unfit for use left me. In its place I realized my reason for thinking this was due to improper handling after the commodities had been taken from the storage plant. The public COLD STORAGE is not a profiteering plant like most of the farmers believe. They do not buy eggs, butter and other commodities to keep until the price rises. They do not even own the products in their warehouses. Their real business is to care for perishable products.

It was more interesting to me than I can tell you, to go through one of the Cold Storage plants. I enjoyed myself very much, and learned more in a few hours of sight-seeing than I would have learned in a week's reading on the subject of COLD STORAGE.


In the future I will do all I can for COLD STORAGE.—*Story No. 60. Walter attended the Banquet at Hotel Sherman last December and partook very heartily of foods that came from cold storage warehouses. He is a member of the Climbers Club of Medinah County and owns a prize pig.*

Correct this sentence: "Thank you, no; I can't touch the stuff now that I'm a congressman."

Makes 10 Days Gain In 5 Days

Net 100 Lbs.

This bag contains 15% Dried Buttermilk or an equivalent of 200 pounds fresh buttermilk, or 50 lbs. semi-solid buttermilk



**RED COMB
CRATE FATTENER**

WITH DRIED
Buttermilk

**200 Lbs.
Liquid Buttermilk**

**50 Lbs
Semi-solid
Buttermilk**

Dilute rations produce slow gains
Concentrated rations quick gains
Gains are a question of nourishment, not time

We guarantee satisfaction
Hales & Hunter Co. Chicago, Ill.

HALES & HUNTER CO.

327 So. La Salle St.,
Chicago, Ill.

Please send me a sample of RED COMB
CRATE FATTENER [WITH] DRIED
BUTTERMILK, and delivered prices.

NAME

ADDRESS

ESTABLISHED 1894

**"When You Want the Coin—
Ship to Coyne"**

**FRESH EGGS WANTED
CREAMERY BUTTER
LIVE POULTRY**

Carlots or Less

Financial Responsibility Exceeds \$200,000.00

Coyne Brothers

Telephone Main 2835

**119 W. Southwater St.
CHICAGO**

ESTABLISHED 1889

C. H. Weaver & Company

67 W. South Water St.

CHICAGO

Headquarters For

**BUTTER, EGGS,
FROZEN POULTRY**

**Always Open for Business,
Either to Buy or Sell**

GUS LUDWIG RESIGNS

Ill Health Causes Temporary Retirement from Business

Gus Ludwig, one of the most prominent figures in the Butter trade in the United States, and lately manager of the Butter Department of the Great Atlantic & Pacific Tea Company, has been forced by his physicians to take a much needed rest to relieve himself of the nervous strain which has been brought on by his too close attention to duty.

Mr. Ludwig is one of the old time members of the 'National' and for many years occupied the position of sergeant-at-arms at the annual conventions, in which position he came in contact with shippers and receivers from every state in the Union and became a prime favorite with them. During the last year he has been a member of the Executive Committee and Chairman of the Membership Committee.

It falls to the lot of the Executive Committee to arrange the program for the business sessions of each annual convention and in arranging for the coming convention, Mr. Ludwig made one of the most novel suggestions yet made to attract members to these sessions. The time is too early to make this suggestion known, but the prediction is now made that members will be pushing each other to get into the business sessions of the second day of the convention, and the further prediction is made that Mr. Ludwig will be present to greet his old friends.

ANNOUNCEMENT

Charles E. Dorman and John M. Waechter announce the formation of a partnership for conducting a General Brokerage Business, specializing in Packing House and Dairy Products, Vegetable Shortening, Powdered and Sweetened Condensed and Evaporated Milk, under the firm name of DORMAN & WAECHTER, with offices at 615 Wabash Bldg., Pittsburgh, Pa.

Mr. Waechter has for the past seven years been Manager of The Fairmont Creamery Company's business in Pittsburgh and Western Pennsylvania, and is President of the Pittsburgh Butter and Egg Exchange, which has enabled him to develop a large acquaintance and experience with the Butter, Egg, Cheese and Dairy Products, also with the Grocery and Bakery trades. He will specialize in the sale of the products distributed by those industries.

NEW CHURN BOOK

The Creamery Package Mfg. Company, 61-67 W. Kinzie Street, Chicago, announce the publication of a new book describing and illustrating the Disbrow Combined Churn and Worker. The Disbrow is distinctive in that it is the only chain driven churn on the market. Several improvements in construction are described.

This book also contains a description and illustration of the Disbrow Churn Timer and Indicator. Our readers can secure a free copy of this book by addressing the above company and mentioning this paper.

Scratched!

Citizen: "Your honor, I'm too sick to do jury duty; I've got a bad case of the itch."

Judge (to clerk): "Scratch this man out."—*Briefs.*

TENNESSEE EGG CANDLING LAW

The last session of the Tennessee legislature passed the following Egg Candling Law and it is now in force:

"Section 1. Be it enacted by the general assembly of the State of Tennessee, that no person, firm or corporation engaged in the buying and selling of eggs, shall sell, offer or expose for sale, or traffic in, any eggs for human consumption which are unfit for human food. Such eggs, however, which are unfit for human food may be sold for commercial purposes when the same are broken in shell and denatured so that the same cannot be used for human food.

"For the purpose of this Act, an egg shall be deemed unfit for human food if it be addled or moldy, has a black rot, a white rot, or a blood ring, or if it has an adherent yolk, or a bloody or green white, or if it be incubated beyond the blood ring stage; or if it be composed, in whole, or in part, of a filthy, decomposed or putrid substance.

"Section 2. Be it further enacted, that between May 15 and December 31, of each and every year, no person, firm or corporation engaged in the buying and selling of eggs shall buy or sell eggs without candling them, whether payment for the eggs be made in cash or merchandise.

"No person, firm or corporation shall, in buying or selling eggs, take or give a greater or less loss off for eggs unfit for human food, as defined in Section 1 of this Act, than the actual loss off resulting after careful candling of the eggs so purchased.

"Eggs candled in the presence of seller, when found unfit for food, shall be returned to the seller upon his request. No purchaser shall be allowed to buy or offer to buy eggs shown to be unfit for human food, at any price except as provided in Section 1 of this Act.

"Section 3. Be it further enacted, that the term 'candled' as used herein, shall be construed to mean the careful examination of the whole egg in a partially dark room or place suitable for the purpose. The forms of apparatus and methods to be employed in the candling of eggs may be home-made or bought.

"Section 4. Be it further enacted, that any person, firm or corporation failing to comply with the requirements or violating any of the provisions of this Act shall be guilty of a misdemeanor, and, upon conviction, be fined not less than \$10 nor more than \$50 for each offense.

"Section 5. Be it further enacted, that all laws or parts of laws in conflict with this Act be, and the same are hereby repealed, and that this Act shall take effect from and after its passage, the public welfare requiring it."

Put Up Your Gun

Comedian (with pessimistic air)—"My partner here says Henry Ford is in the audience. Will Mr. Ford please stand up?" (No one rises.)

Other Comedian (optimistically)—"Well, I thought he was here. I saw his car out in front."

Poultry Fatteners Live Car Shippers

MacX Chicken Gruel

**Fattens Faster
With a Finish and Bloom**

MacX Chicken Gruel will fatten your fowls quicker with an evenly distributed fat, carrying that quality finish and bloom that commands top prices.

**Real Service for Shippers**

Shippers of live cars over the C&NW Ry. through Clinton are taking advantage of a service we installed for them—that of placing MACX CHICKEN GRUEL aboard their cars bound east.

Just wire car number, when car will reach Clinton, Iowa, amount of feed you want put aboard. We do the rest. DAY OR NIGHT SERVICE.

WRITE TODAY FOR PRICES

CHICKEN GRUEL IS
MANUFACTURED EXCLUSIVELY BY

MacX Feed Milling Co.,
CLINTON, IOWA



From one feeding time to the next FLEISCHMANN'S PURE DRY YEAST will predigest your feed

To make the birds in your crates eat more and to make them turn their food more quickly into flesh—predigest your feed with Fleischmann's Pure Dry Yeast.

Directly after each feeding, mix Fleischmann's Pure Dry Yeast with your next feed and you will have ready, at feeding time, a mash that will sharpen the appetite of your fowls, quicken the digestion and absorption of nutrients, and add weight at astounding speed, at the same time leaving the birds eager for the next feeding.

Fleischmann's Pure Dry Yeast acts upon the proteins of the feed in a way similar to digestion itself. Thus the feed is largely predigested before the bird eats it. It is then much more easily and quickly converted into flesh. Almost double the protein energy becomes available.

Fleischmann's Pure Dry Yeast is especially recommended for birds that are "off feed"—it will quickly put them "on feed".

How to prepare the wet mash

Use $\frac{1}{4}$ lb. of Fleischmann's Pure Dry Yeast to each 100 lbs. of feed. Mix feed in the usual way. Dissolve yeast in the water or milk before adding it to the feed. Let the mixture stand from one feeding time to the next and then feed it.

Fleischmann's Pure Dry Yeast comes in $2\frac{1}{2}$ lb. cans delivered. We pay postage or express. Mail the coupon today!

Caution: Do not be misled by imitations. Fleischmann's Pure Dry Yeast is ALL yeast—yeast in its most concentrated form. It contains no corn meal or other fillers. To be sure of results, order Fleischmann's Pure Dry Yeast, using coupon below.

FLEISCHMANN'S PURE DRY YEAST

Order direct from the Fleischmann Company's Branch Office in any of the following cities: New York, Brooklyn, Chicago, San Francisco, Los Angeles, Seattle, Hartford, Conn., Portland, Me., Buffalo, Albany, Philadelphia, Pittsburgh, Baltimore, Boston, Birmingham, Cincinnati, Cleveland, Columbus, O., Dallas, St. Louis, Detroit, St. Paul, Newark, N. J., Toronto and Montreal.

PRICES

1 to 10 cans \$2.00 per can
10 to 20 cans 1.95 per can
20 to 40 cans 1.90 per can
Over 40 cans 1.80 per can

(Add 50c per can if in Canada. Other countries, prices on request.)

Any number of cans delivered direct to you, transportation charges prepaid.



The Fleischmann Company,
Dept. D-225, 701
Washington Street,
New York, N. Y., or
327 South La Salle
Street, Chicago, Ill., or
941 Mission Street, San
Francisco, Calif., or 314 Bell
Street, Seattle, Wash., or 947
Maple Avenue, Los Angeles,
Calif.

Enclosed find \$..... Please send me

..... $2\frac{1}{2}$ pound cans of Fleischmann's Pure Dry Yeast, postage prepaid.

Send me your book on raising poultry on yeast-fermented feeds.

Name.....

Street and Number.....

City.....State.....

CANADA

Regulations Respecting the Grading and Marking of Eggs

1. In these regulations, unless the context otherwise requires:

- (a) "The Act" means the Live Stock and Live Stock Products Act.
- (b) "The Minister" means the Minister of Agriculture.
- (c) "Inspector" means any official appointed by the Minister for the purpose of the Act or regulations made thereunder.
- (d) "Regulations" means these regulations made under authority of the Act.
- (e) "Canadian Standards" means the classes and grades of eggs named and defined in these regulations.
- (f) "Case" means a case made to contain thirty dozen eggs.
- (g) "Wholesaler" means any person or partnership operating a warehouse or receiving station where eggs are bought or sold in case lots.
- (h) "Retailer" or "Retail dealer" means any person or partnership offering or selling direct to a consumer.

2. Canadian eggs for export out of Canada and all eggs for domestic consumption in Canada, including eggs intended for ships' stores, but not including eggs intended for incubation, shall be classified, candled and graded as follows:

Class (1) Fresh—Eggs which have not been held under refrigeration at a temperature of 40 degrees Fahrenheit or less, except when in transit, or subjected to artificial preservation.

Grade (a) Specials—Eggs of uniform size, weighing 25 ounces to the dozen and over, or 47 pounds net to the 30-dozen case; clean and free from stain, strong and sound in shell; air cell small, not over 3-16 of an inch in depth; white of egg to be firm and clear and yolk dimly visible. Maximum allowance at time of inspection not to exceed 8 eggs per half case below the grade stated.

Grade (b) Extras—Eggs reasonably uniform in size, weighing at least 24 ounces to the dozen, or 45 pounds net to the 30-dozen case; clean, sound in shell; air cell less than $\frac{3}{8}$ inch in depth; white of egg to be firm and yolk moderately visible. Maximum allowance at time of inspection not to exceed 8 eggs per half case below the grade stated.

Sub-Grade (1) Pullet Extras—Eggs which have the quality of extras but which fall short in weight shall be known as pullet extras, providing they weigh at least 20 ounces to the dozen, or 37½ pounds net to the 30-dozen case. Maximum allowance at time of inspection not to exceed 8 eggs per half case below the grade stated.

Grade (c) Firsts—Eggs weighing at least 22½ ounces to the dozen or 42 pounds net to the 30-dozen case; clean, sound in shell, air cell less than $\frac{1}{2}$ -inch in depth; white of egg to be firm; yolk may be distinctly visible but moving freely; air cell stationary but may be slightly tremulous. Maximum allowance at time of inspection not to exceed 8 eggs per half case below the grade stated, excluding hair splits.

Grade (d) Seconds—Eggs sound in shell, may contain weak watery eggs, eggs with heavy yolks, and all other eggs fit for food. Maximum allowance at time of inspection not to exceed 6 eggs per half case below the grade stated, excluding hair splits.

Class (2) Storage—Eggs which have been "held" under artificial refrigeration at a temperature of 40 degrees Fahrenheit or less.

Class (2a) Preserved—Eggs which have been subjected to any process, liquid or otherwise, intended to preserve their quality.

Grade (a) Extras—Eggs reasonably uniform in size, weighing at least 23½ ounces to the dozen, or 44 pounds net to the 30-dozen case; clean, sound in shell, air cell less than $\frac{3}{8}$ -inch in depth white of egg to be firm and yolk moderately visible. Maximum allowance at time of inspection not to exceed 8 eggs per half case below the grade stated.

Grade (b) Firsts—Eggs weighing at least 22½ ounces to the dozen, or 42 pounds net to the 30-dozen case; reasonably clean; sound in shell; air cell less than $\frac{1}{2}$ -inch in depth; white of egg to be firm; yolk may be distinctly visible but moving freely; air cell stationary but may be slightly tremulous. Maximum allowance at time of inspection not to exceed 8 eggs per half case below the grade stated, excluding hair splits.

Grade (c) Seconds—Eggs sound in shell, may contain weak, watery eggs, eggs with heavy yolks, and all other eggs fit for food. Maximum allowance at time of inspection not to exceed 6 eggs per half case below the grade stated, excluding hair splits.

Class (c) Cracked and Dirty—Eggs, shells of which have been checked or broken, smeared, soiled, or damaged in shell, but fit for food; allowance at time of inspection not to exceed 6 eggs per half case below the class stated.

3. (a) Every case containing Canadian eggs intended for export out of Canada shall be marked on both ends in a legible and indelible manner, with the name of class and grade of eggs contained therein; and the words "Canadian Eggs."

The Minister may from time to time prescribe the form and the size of the letters that are to be used in such markings. Such marks may be accompanied by other trade designations or brands providing such designations or brands are not, in the opinion of the Minister, inconsistent with or marked more conspicuously than the marks prescribed in these Regulations. Brands approved for such use shall be employed only in connection with export shipments of Canadian eggs.

3. (b) Every case containing eggs that is to be shipped from one province to any other province within Canada in shipments of one hundred cases or more, shall be marked or labelled on both ends with the name of the class and grade of the eggs contained therein according to the Canadian standards and with the name of the country of origin when other than domestic product. The letters in such markings on the cases specified in this section shall be block letters not less than one inch in height.

4. Every case or container of eggs that is shipped or delivered by persons who receive eggs on consignment or buy eggs for resale shall be marked, labelled or tagged in conspicuous letters on both ends with the name of the class and grade of the eggs contained therein, according to the Canadian Standards, providing that any producer or other person dealing in eggs may delegate his right to candle and grade to the first wholesaler or retail dealer to whom the eggs are shipped or delivered, in which case the markings labelled or taggings shall consist of the words "UN-GRADED EGGS FOR SHIPMENT ONLY," and provided that the provisions of this regulation shall not apply to shipments or deliveries direct from producer to consumer. When cartons are packed in cases or other containers, both cases and cartons shall be marked, labelled or tagged as aforesaid.

5. Every case or container of eggs that is exposed, displayed or offered for sale by any person selling or delivering eggs direct to consumers in a public place or manner shall be marked, labelled, tagged or accompanied in conspicuous letters with the name of the class and grade of eggs contained therein.

6. Cases or containers of eggs marked with the name of the class and grade shall be considered to be properly marked when they contain not more than an average of six and one-half (6½) per cent below grade stated apart from breakage. Complaints to vendors, with respect to eggs below grade, shall be made to the vendor within 24 hours of the receipt of such eggs. After the expiration of the said 24 hours the liability as to eggs below grade stated shall be upon the person in whose possession such eggs are found.

7. Every person who sells, offers or displays eggs for sale as a retailer shall cause to be displayed in a prominent place in his place of business a card as may be prescribed setting forth classes and grades of eggs as defined by the Canadian standards.

8. No person shall ship eggs or cause eggs to be shipped or delivered or displayed for sale in cases or containers which are marked or labelled or tagged with the name of any class or grade specified in these

BETTER GRADES

AND bigger profits come to the wide-awake Poultryman who uses UNION Patented Cooling Racks. Equipped with universal spring type bars.

Fastest loading and unloading rack ever heard of. Does not injure the fowl. Birds need not be handled from picking room to grader, which means a vast improvement in grades. Many Poultrymen quickly save the cost of the rack in grade improvement alone.

Solidly constructed all of steel. Will stand the roughest handling. Galvanized after making. Rust-proof and cleanable. Shipped K. D. or set up.

Our complete catalog of all-steel Poultry Equipment is free for a postal—write for it today.

Union Steel Products Co., Ltd.

DEPT. 20

ALBION : MICH. : U. S. A.

UNION Cooling Rack with Universal Type Bars. Patented Aug. 18, 1914.



The universal galvanized attachable spring wire leg holder bar permits any size fowl to hang anywhere on the rack without injury. You may remove a small broiler and hang a turkey in its place. This means very fast loading and unloading. Fingers may be quickly replaced if broken.

Regulations unless the quality and weight of the eggs contained therein is equal to or better than such class and grade.

9. No person shall buy for sale or resale, or expose, offer for sale, or sell eggs which are unfit for human food.

10. (1) All persons who receive eggs on consignment or buy eggs for resale, in making payment for same, shall apportion the returns on the basis of Canadian standard grades accompanied by a statement on forms as required in schedule "A" to these Regulations, provided that this Regulation shall not apply where producers market their eggs in less than fifteen dozen lots in any one day.

(2) A consignee of ungraded eggs transferring the same to another party for candling and grading shall make the transfer within 48 hours from the time the eggs are delivered to the consignee.

(3) The Minister, or his representative, may require to be notified in the case of a transfer for the purpose of candling and grading as mentioned in the next preceding subsection, and may prescribe the conditions under which such transfers may be made.

11. Any inspector charged with the enforcement of these regulations may enter any premises or conveyance to make examination of any case or container of eggs suspected of being improperly or falsely marked in violation of the provisions of these Regulations to ascertain the manner and extent to which the returns for eggs have been apportioned in accordance with the Canadian standards as required in regulation 10 of these regulations.

12. Canadian eggs for export out of Canada shall be tightly packed in Canadian standard cases in new dry white fillers and flats, with kiln dried excelsior pads or cushions at top and bottom.

13. Canadian standard cases shall be made to contain thirty dozen eggs. They shall be made of clean, dry and odorless wood. The ends and center partition shall not be less than five-eighths of an inch thick, the sides, top and bottom not less than three-eighths of an inch thick.

14. Eggs shall be packed in sanitary cases with clean, dry, whole fillers, flats and at least four excelsior pads, and shall be kept in a cool, dry, dark or semi-dark place free from odors which when absorbed by the eggs render them objectionable. These packing and storing conditions shall also apply to eggs in transit.

15. Cases containing Canadian eggs in lots of twenty-five cases or more intended for export out of Canada, and eggs intended for shipment from one province to any other province in shipments of 100 cases or more, shall not be shipped or delivered until they have been inspected and marked by an Inspector and certificates issued.

16. The following is the form in which such certificate shall be issued:

CERTIFICATE OF INSPECTION EGGS

Place..... Date.....
Name and address of Shipper or Owner.....
Where inspected
Class of Eggs
Quantity in each grade
Shipping marks
Consignee
Address
Route and Car No.

I hereby certify the above.....cases of eggs have been duly inspected this.....day of.....and the cases marked with the Government Mark according to Regulations under the "Live Stock and Live Stock Products Act."

(sgd.).....
Inspector No.

17. Certificates for export shall be marked across the face of the certificate with the words "Export Certificate."

18. No person or persons shall ship or accept for shipment in any one day, or in any one car lot or less than one car lot shipments of eggs addressed or billed or invoiced to any one consignee or his representative, in excess of the quantity stated in regulation (15) unless all of the requirements of the regulations have been fulfilled.

19. The mark of approval to be placed on each case, hereinafter called the "Government Mark", shall include the Maple Leaf and the words "Canadian Eggs" and "Government Inspected", together with the Inspector's number, the device to be in such form as the Minister may approve.

20. Before the Government mark is placed upon any case, the Inspector shall draw samples of at least five per cent of the cases to be marked and shall examine at least one-half of the eggs in each case. The Inspector shall satisfy himself that the samples taken are representative and shall take any further samples and make any further examination that he deems necessary.

21. No case containing eggs shall be marked with the Government mark unless the warehouse or room in which the eggs are held are in a clean and sanitary condition and further no case shall be marked unless suitable accommodation is provided for Inspectors to make the necessary examination, such accommodation to include a dark room, facilities for candling, and such fittings as may be required to insure a proper examination.

22. No person other than a duly appointed Inspector shall apply any Government mark to any case containing eggs.

23. No person shall have in his possession empty egg cases bearing the Government mark. After the contents of any case bearing the Government mark have been removed such mark shall be obliterated. This shall be done by the person or persons removing the eggs from the case, or the person or persons receiving the cases when returned from a foreign country.

24. Collectors of Customs throughout Canada shall not allow any Canadian eggs to be shipped for export out of Canada that are not marked in accordance with these regulations or any shipments of 25 cases or more to be shipped out of Canada unless accompanied by an export certificate as specified in regulation (17) of these regulations.

25. All shipments of eggs in the shell imported into Canada for domestic consumption but not including eggs intended for incubation shall be subject to inspection and marking at the port of entry in the Dominion of Canada by duly authorized inspectors.

26. Collectors of Customs and Excise shall not release for delivery any importations of eggs intended for domestic consumption but not including eggs intended for incubation until they have been furnished with a certificate signed by a duly authorized inspector setting forth that the eggs contained in the shipment referred to have been inspected as required by these regulations. Such certificates shall be attached by the Collector to the Customs entry form and forwarded to the Department of Customs and Excise.

The following is the form of certificate which shall be supplied to the Collectors of Customs and Excise at ports of entry before shipment shall be released for delivery by Customs. A duplicate copy of the certi-


(Continued on page 39)

FREE

HELP

for Poultry Feeders

Former government and state research men, practical men who have done outstanding work in fattening plants, are ready to train your help. The surest way to more profit is to develop the men who help make your profits. With your co-operation, we can train them to cut overhead costs and get bigger gains. Write for information on our *Free Field Service* to Purina Fatena Feeders.



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Makers of Checkerboard Chows

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Book Now**

A catalogue of useful information for those contemplating installation of Mechanical Refrigeration or enlargements of present refrigerating equipment.

CP REFRIGERATING MACHINES

in either Vertical or Horizontal types are now used by more than 5,000 users.

In addition to complete descriptions of these machines, catalogue gives list of cold storage temperatures, shows six methods of Piping Refrigerating boxes, and other data for the prospective purchaser.

The Creamery Package Mfg. Company
61-67 W. Kinzie St. CHICAGO



Merchants Refrigerating Company

Unequaled facilities for the storage of

All kinds of Perishable Food Products

Warehouses of modern construction, low insurance, unexcelled locations and superior service

New York—17th Street and 10th Avenue. Warehouse in the West Washington Market District, on tracks of the New York Central Railroad.

Downtown Warehouses in the heart of the Produce Trade, convenient to all Railroad Terminals and Piers.

Jersey City—Warehouses have track connections with all Freight Lines

Newark —Warehouse adjacent to the Wholesale Market center.

Main Office: 161 Chambers St., New York, N. Y.

A LIVE QUESTION

Up to the moment the activities of the shipper members of the National Poultry, Butter and Egg Association have been confined to a part of the distribution of farm products after they left the farmer's hands. Many of these activities could well have been performed by farmers on the farm and had they been so performed one of the gaps between producer and consumer could have been closed. The prosperous condition of the farmer, coupled with his lack of knowledge, shifted the burden of these activities to the distributor and there they have remained, a constant source of irritation.

Changed and changing conditions seem to indicate that shipper members of the association must now establish closer relations with producers and point out to them the necessity of quality production and of proper sorting and grading—the necessity of commencing the journey from the farm to the consumer as it should be commenced.

Several months back the 'Bulletin' contained an article to the effect that the present-day tendency is for the 'quality' producer to go over the heads of some of the country shippers and make connections with city commission merchants, because such country buyers would not pay for 'quality'.

If the shipper members will bear this subject in mind and ask for a discussion of it at the next annual meeting, they will undoubtedly learn much to their advantage and the Executive Committee will be glad to render any needed assistance.

ADULTERATED BUTTER CONVICTION

"The defendant, a corporation engaged in manufacturing butter in the city of Minneapolis, was charged with the violation of the Pure Food Law (Chapter 495, Laws of 1921), in having sold a pound of butter adulterated with lard, thereby injuriously affecting the quality and strength of the butter. It was convicted, and appeals from the order denying a new trial."

The defendant in this case was the Eidsvold Creamery Company and the Supreme Court of the State of Minnesota upheld the order of the lower court in denying the defendant's motion for a new trial after the conviction.

In this case the Court said: "The state is not bound to conform to the standard of purity which federal agencies may set for butter or any other food product sold in this state."

—State vs. Eidsvold Creamery Co., 194 N. W. 17.

A New York firm once applied to Abraham Lincoln, before he became President, for information as to the financial standing of one of his neighbors. Honest Abe wrote in reply:

"I am well acquainted with Mr. Blank and know his circumstances. First of all he has a wife and baby; together they ought to be worth \$50,000 to any man.

"Secondly he has an office in which there is a table worth \$1.50 and three chairs worth, say \$1.00. Last of all, there is in one corner a large rat hole, which will bear looking into."

A beautiful thought! It isn't what you want that hurts; it's the fact that you can't get it.

DAIRYING IN PALESTINE

There seems to be an echo of Biblical history in the description of Palestine dairy conditions, which has just arrived at the offices of the World's Dairy Congress Association. The Association is gathering dairy facts from all parts of the world for use in preparing the program for its coming international meeting. The Congress will hold its opening sessions at Washington, D. C., on October 2 and 3, adjourn to Philadelphia, Pa., for October 4 and continue at Syracuse, N. Y., in co-operation with the National Dairy Exposition from October 5 to 10. The letter which describes the Palestine conditions was written from Jerusalem and reads in part:

"The raising of live stock has always been an industry of local importance, owing to the existence of much land which is unfit for other purposes and to the nomadic element in the population. The flocks and herds were greatly depleted during the war, and the local demand for meat is adversely affecting the natural increase and a restoration thereby of the pre-war number of animals. It is certain that Palestine will be dependent for many years upon considerable importations of meat and dairy supplies.

"Many of the Nomads, who are the principal live stock owners, live on the frontier. They shift backward and forward with the grazing seasons and this presents an obstacle to an accurate animal census. Figures obtained from various sources indicate that at present there are in Palestine probably 350,000 goats and 100,000 cattle. The goats are of milch strains and more than half the cattle are draft animals. Blooded stock is now being introduced from Europe."

"FRAUDULENT CLAIMS AND DISHONEST CLAIMANTS"

"That the practice of collecting money from the Government and transportation companies on fraudulent claims is a dangerous one is proved in the case of one Kalmanson, New York egg dealer, who recently started a year and a day's sojourn at the Federal penitentiary in Atlanta.

"He thought he saw a big source of revenue in filing fake claims on egg breakage by express and parcel post, but his boldness led him into the Federal net, and now he is kept out of harm's way, for a time. He may learn the lesson.

"It is a pity that there are men of the Kalmanson stripe in the produce business. We hope and believe that they are few and far between. It is because of the Kalmansons that the express companies have had to inaugurate additional rules and regulations as a means of protection against dishonest claimants.

"Such men make it harder for honest receivers, who look upon claims as a necessary evil and not as a source of revenue. The latter have had constant proof that the express companies are quite willing to pay for any loss or damage to egg shipments for which it can be shown they were really responsible.

"The carriers are not trying to evade the issue. But they certainly do not want to be made the prey of schemers. Every reputable commission house is doubtless anxious to clean the trade of Kalmansons and to give the carriers what the shippers themselves expect and receive—a square deal."—*Express Gazette Journal*.

Collis Process Pure Dried Buttermilk

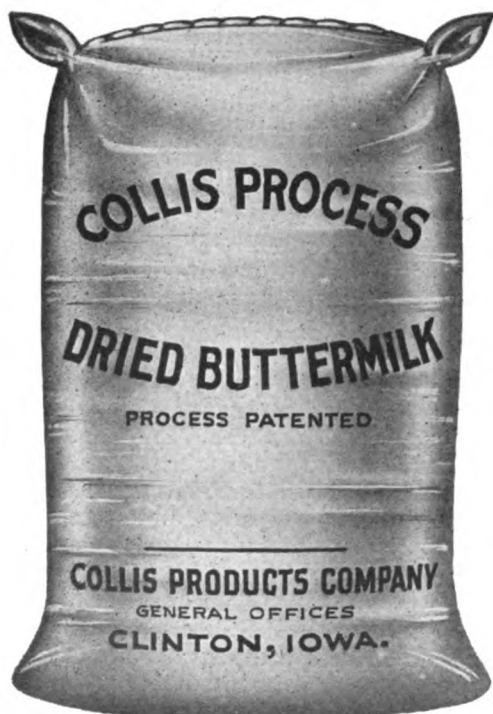
**Best for the Produce House
and Live Car Feeding**

BECAUSE—

1. It contains all the Lactic Acid present in the fresh Liquid Buttermilk from which it is made.
2. It is the cheapest source of milk solids obtainable from concentrated milk products.
3. It will enable you to produce the greatest gains and finest quality of finished poultry at the least cost.

To assure yourself of a supply this fall place your orders now.

Packed in
100 lb. Paper Lined Sax and Paper Lined Barrels
Approximately 200 lbs.



COLLIS PRODUCTS CO.

CLINTON

IOWA

U. S. CREAMERY BUTTER PRODUCTION

The following table shows the number of pounds of Creamery Butter manufactured in each state of the Union for the years shown:

	1919	1920	1921	1922
Alabama	696	398	742	917
Arizona	1,000	828	1,358	623
Arkansas	363	345	586	731
California	61,795	61,870	68,810	69,941
Colorado	13,144	12,979	15,290	16,410
Connecticut	930	877	1,165	986
Delaware	253	350	395	203
District of Columbia..	5	503	577	475
Florida	17	—	11	81
Georgia	6	7	85	979
Idaho	4,514	4,660	4,935	7,582
Illinois	44,621	41,051	48,866	47,249
Indiana	44,659	39,233	47,854	48,158
Iowa	87,915	84,290	106,516	129,778
Kansas	35,642	32,899	37,000	40,204
Kentucky	5,321	7,875	10,746	12,010
Louisiana	46	55	160	87
Maine	1,141	727	719	596
Maryland	315	440	620	542
Massachusetts	2,849	3,198	3,895	2,999
Michigan	45,207	45,404	55,011	59,954
Minnesota	133,060	120,297	154,268	170,463
Mississippi	2,477	2,626	4,286	5,778
Missouri	38,411	35,228	42,422	46,565
Montana	5,389	5,168	7,439	7,713
Nebraska	60,467	56,661	66,653	74,809
Nevada	1,725	2,018	2,388	2,642
New Hampshire	397	300	305	309
New Jersey	179	143	214	261
New Mexico	6	6	29	129
New York	13,716	16,949	24,298	25,474
North Carolina	829	832	1,263	1,549
North Dakota	14,697	13,419	16,177	21,675
Ohio	60,573	65,594	78,724	84,193
Oklahoma	10,481	9,596	10,427	11,142
Oregon	14,432	14,288	15,289	17,158
Pennsylvania	12,446	11,422	14,629	12,803
Rhode Island	65	58	77	76
South Carolina	27	16	19	165
South Dakota	17,479	14,071	18,866	21,146
Tennessee	3,735	5,903	8,707	9,164
Texas	8,289	9,125	11,257	10,179
Utah	3,796	3,567	4,549	5,913
Vermont	10,677	13,253	14,919	12,289
Virginia	1,597	2,210	2,833	3,118
Washington	18,487	23,751	23,228	24,239
West Virginia	328	867	530	420
Wisconsin	85,054	97,355	124,504	142,235
Wyoming	1,140	875	1,277	1,403

Total for U. S. by Years

1919.....	880,598,000	pounds
1920.....	863,577,000	pounds
1921.....	1,054,938,000	pounds
1922.....	1,153,515,000	pounds

STORAGE IN TRANSIT

The Western Trunk Line Committee is handling under its subject No. 3300, a proposal to establish storage in transit privileges at Edgar, Neb., in connection with carload shipments of dressed poultry, butter and eggs, originating at Hastings, and destined to Missouri river points and points east thereof.

MEXICO INTERESTED IN SCIENTIFIC DAIRYING

As an evidence to the awakening of Mexico, after her long period of internal disturbances, to the value of modern, scientific methods in the production and handling of milk, a commission of Mexican agricultural engineers are now making a year's tour of the world to gain first-hand knowledge of the means employed in other countries. For a fortnight, two members of the commission remained at Washington, D. C., to make a study of the Dairy Division and the activities of the Department of Agriculture. These were Gonzalo Robles and Juan Ballesteros. Senor Robles explained the Mexican dairy situation while visiting the offices of the World's Dairy Congress Association. The Congress Association has extended personal invitations to all Mexicans interested in dairying and many are expected to attend the meeting. The Congress will hold its opening sessions at Washington, D. C., on October 2 and 3, adjourn to Philadelphia, Pa., for October 4 and continue to Syracuse, N. Y., from October 5 to 10. Senor Robles said:

"In Mexico, the dairy industry is growing every day, especially around the cities. We have not yet begun to gather statistics as to the number of dairy cows. A year ago, the Animal Husbandry Department was organized as a separate entity. It has a Dairy Division. About a year ago, also, a modern, scientific milk plant was established at San Jacinto, near Mexico City, as a demonstration school. It has electrical machinery, a pasteurization plant, a cheese plant and a creamery. The teachers are graduates of the Agricultural College at Mexico City. Many girls are taking short courses and I found one teaching at the Escuela Conde De Pozos Dulces, Cuba, as I came northward. We have had country agents two years. They now number 40 and are doing fine work in some places.

"Most of our cows are Holsteins from the United States. Before the war, we imported cows of all sorts; but now we have two breeds. Jerseys are kept for fancy milk. In importing cattle from the northern parts of the United States, we have had no trouble, as most of the dairying in Mexico is carried on in the highlands, where the climate is cool. There is practically no dairying in our lowlands. Mexico City has a large supply of milk; but little of it is pasteurized. Most of the milk is sold loose at the stores, but some is distributed in bottles. Milking machines are finding their way into Mexico. However, we lack scientific and sanitary control of milk production and distribution and we desire to see what other countries are doing in these respects. We are particularly interested in co-operative efforts. Our Government recently established a department to foster the formation of co-operative organizations."

Criminal laws are intended to be enforced against criminals *only* and they are so worded when placed on the Statute Books that there is no mistaking this.

The *punishments* that follow crime are intended to punish *criminals only*.

The law would rather have many criminals escape than to punish *one innocent member of society*.

We are anxious to see the "additional rules and regulations" inaugurated by the express companies "as a means of protection against dishonest claimants."

PROMPTNESS

Sales—Returns—Quotations

On your shipments of

**Live and Dressed
POULTRY
BUTTER—EGGS**

Frank G. Heilman Co.

**945-47 Fulton Market
CHICAGO**

Automatic Refrigerating Plants

for

**Poultry
Butter
and Egg Houses**

All the word Automatic implies

INSTALLED ONLY BY

The Automatic Refrigerating Co.

Main Office and Works: HARTFORD, CONN.



The official organ of the National Poultry, Butter and Egg Association. Devoted to the interests of the Poultry, Butter, Egg and Cheese Shippers, Receivers and Storage Warehouse Men and associated interests of the United interests of the United States, Canada and Cuba who are members of this Association.

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 Changes and new advertising copy must be received by the 25th of the month preceding publication to insure insertion.



CHICAGO, AUGUST, 1923

A Hearty Response

It very recently became necessary for the Executive Committee, through the Executive Offices, to propound a certain inquiry to our affiliated interests, the Cold Storage Warehouse Companies.

The response to this inquiry was most gratifying, because in addition to answering the direct question asked, they volunteered reasons for their answers and, in addition, raised other questions themselves which they answered in the same communication, thereby caring for the matter involved in a manner that the Executive Offices never could have accomplished, except at great additional labor and expense.

For obvious reasons the matter cannot be explained more in detail, but the Executive Committee takes this opportunity of thanking the Cold Storage Warehouse Members of the Association for their kind co-operation and painstaking efforts on this occasion.
 —File 339.

Producer Most Deeply Concerned

Much has been said and written concerning the constitutionality of Co-operative Marketing Acts.

In two states, at least, governors refused to sign the Acts after they were passed by the legislatures, because, when measured by then existing legal standards, they were found to be what constitutional lawyers called *vicious*.

In other states governors felt in duty bound to sign the Acts on grounds of public policy and set aside, as of no value, the opinions of constitutional lawyers.

In certain states the Acts which became laws have been tested in the Courts and have been upheld. The two most recent cases being those of Kansas Wheat Growers Association *vs.* Shulte, and Texas Farm Bureau Cotton Association *vs.* Stovall.

In both of these cases the marketing contracts which were executed by Shulte and Stovall with co-operative marketing associations were under the scrutiny of the courts, and in the latter case, according to the Weekly News Letter of the American Farm Federation Bureau of July 5, the contract "in all its particulars" was upheld; the court also "upheld the remedies of specific performance and liquidated damages."

The State of Illinois has a new law on the subject, but no prediction is here made as to what the Supreme Court of that State will do with it when it reaches that court, but it may be stated, generally, that the same arguments against its constitutionality will be advanced by constitutional lawyers that have been advanced in other States. The great danger, however, is not that it will be held unconstitutional, but that it will be held *constitutional*.

Demands for co-operative marketing by producers have been so insistent that it may be said that these demands have created a new public policy and that growing out of this new public policy (as expressed by the legislature) new legal standards will be established and, perhaps, the Illinois constitution will be found sufficiently elastic to meet them and herein lay the danger to Illinois producers: Shulte in Kansas, and Stovall in Texas, found themselves bound by alleged onerous and one-sided contracts. They sought relief in the highest courts of their respective states. Those courts told them, in substance, because they made a bad bargain, that was not sufficient reason to set their contracts aside and that they must continue to be bound by those contracts till they expired by their own limitations, or suffer the contract penalties.

Illinois farmers should not treat co-operative marketing contracts lightly on the ground that such contracts are invalid, but on the other hand, they should proceed on the theory that they are perfectly valid until such time as the Supreme Court decides otherwise, and it would be the part of wisdom on their part to insist that every marketing contract executed by them contain saving clauses as a means of escape, in the event that Co-operative Marketing, by law, prove a financial failure.

President Pfeiffer's Regret

That part of the Educational Effort which is being put forth by the 'National' which has to do with the education of boys and girls is the part that especially appeals to President Pfeiffer and he wants to awaken a still greater interest on the part of members.

Last year other organizations raised something like \$734,000 which was awarded in prizes to boys and girls who excelled in some particular branch of farm activity, and it is predicted that these organizations will raise something like \$900,000 for this year's awards.

Quality production of poultry and eggs together with proper grading on the farm would be a legitimate field for the activities of farm boys and girls and one that would be beneficial to all concerned because it would tend to close one of the gaps which has caused much trouble.

A fair estimate of the ability of boys and girls to grasp the facts of the cold storage enterprises was demonstrated by the essays they wrote last year after a visit through Chicago cold storage warehouses. Another essay by one who visited Chicago is reproduced in this issue of the 'Bulletin'.

Hundreds of other farm boys and girls will visit Chicago this year and it is hoped that some branch of this industry will take advantage of the occasion.

But so far as boys and girls are concerned, there are plenty of them in the cities every day in the year and some agency in this industry, in each great market, should take them in tow with an organized plan to explain the common, every day facts of distribution.

Mr. Pfeiffer's regret is that city boys and girls are permitted to take food for granted and without being taught anything of the effort that is expended to place it before them.

Messrs. Brown and Daniels of Philadelphia please take notice.

That Special Tax on Brokers

By its rulings, the Internal Revenue Department has been levying a Special Stamp Tax on Commission Merchants since 1919, but during all of this time the Executive Committee of the National Poultry, Butter and Egg Association has believed that the tax was being illegally collected.

With this idea in mind the Executive Committee sought to arouse sufficient interest on behalf of the membership to warrant it in going ahead in having a test case litigated, but in this it was not successful. During this time, attorneys for several of the prominent Exchanges were also agitating the matter and such claims as came to the attention of the Executive Committee were turned over to those attorneys, and right now John M. Sternhagen, representing the Chicago Board of Trade, is caring for them. The claims for 1919 are already outlawed (according to the Treasury Department), and other claims have been declined by the Internal Revenue Department.

Litigation has not been commenced up to the moment, because of the claimants, only one has been found who will make a proper *nominal plaintiff* and he came to light only during the month of July. His claim has been presented and when it is declined by the Revenue Department, suit will be commenced. In the meantime the Tax for 1924 is due and the Commission Merchants should pay it under the form of protest set out in another article in this issue.

The Fourth Magic Commissary

The Executive Committee has contended for a long time that there are many agencies through which the public can be informed concerning the distribution of foods and the Executive Offices are continually on the lookout for such agencies. For example:

A great metropolitan daily very recently announced that Winifred Worth, an able investigator and a writer of known merit, would shortly thereafter contribute a series of articles under the title of "Curious Things That Men Eat".

The Executive Offices were on the lookout for the first article, which came in due time. In this article, among other interesting things, the writer said: "But the new day in foods is bringing a liberalized diet, and bringing it from the far corners of the earth. This internationalizing of food is coming now, rather than to former generations, not because our zest for food is any greater, but because we are served by three magic commissaries that they had never known. These are 'Modern Transportation'; 'Improved Packing and Canning Methods' and 'Advertising'.

"Refrigerator cars, fast freight trains, motor truck service, express, and now the parcel post and air plane have brought about the revolution in food transportation."

The article was read and re-read for the words "cold storage warehouse", because it is a known fact that the modern cold storage warehouse is the really great important factor when the "internationalizing of foods" is discussed, but the words did not appear. A communication, wherein the functions of cold storage warehouses were explained, was then sent to the writer, and it is entirely probable that she will seriously consider this "fourth magic commissary."

"Additional Rules and Regulations"

Ben Kalmanson was a New York dealer. He was convicted of defrauding the Government by means of fraudulent claims for egg breakage on shipments of eggs made by parcel post. After his conviction and on February 14, 1922, he was sentenced to serve one year and one day in the Federal prison at Atlanta. He was delivered to the prison and commenced his sentence on May 24, 1923.

Concerning Kalmanson's conviction the Express Gazette Journal in July, 1923, in an editorial under the caption "Fraudulent Claims and Dishonest Claimants," says: "It is because of the Kalmansons that the express companies have had to inaugurate additional rules and regulations as a means of protection against dishonest claimants."

We have not seen the 'additional rules and regulations' and know nothing of them. It is entirely fit and proper, however, that the express companies *should* have two sets of rules: One set for the dishonest claimants who, according to the editorial are "few and far between" and the other set for the honest claimants. Otherwise it would be manifestly unfair for a federal felon, from a federal prison, to dictate burdensome carrier claim policies and have them fall on the Kalmansons and on honest claimants *alike*, for the purpose of reaching the "few and far between" Kalmansons.

For the benefit of 'Bulletin' readers, the editorial is reproduced in this issue.

We are now permanently located in Our New Modern up-to-date
Produce House at

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Where we are fully equipped to handle

POULTRY—BUTTER—EGGS

THE PETER FOX SONS CO.
CHICAGO

1891 **GALLAGHER BROTHERS** 1923

SPECIALIZING IN

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Car Lots or Less

One of Chicago's Largest Receivers and Distributors

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AYRSHIRE BRAND

WHOLEMILK
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Tubs—1lb. Prints— $\frac{1}{4}$ lb. Prints

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Main Office and Factory, Johnson Creek, Wisconsin

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Buy—Sell

WILL PAY
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Holland Butter Co.

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RECEIVERS—DISTRIBUTORS

Butter—Eggs—Cheese

*Correspondence
Solicited*

*References: National Bank, of Commerce,
Chicago; Dun's and Bradstreet's*

MISSISSIPPI WINNING PLACE ON DAIRY MAP

Those who have been astonished at the sudden rise of Argentine Republic, New Zealand and Australia as rivals of the old dairy countries of the northern hemisphere have even more occasion for astonishment at the sudden rise of the State of Mississippi into dairy significance. The countries of the southern hemisphere, which are becoming big dairy centers, have had many conditions in their favor from the start; Mississippi, on the contrary, has had to fight every step of the way.

A dozen years ago, there was just one dairy center in the entire state of Mississippi. Brookhaven had a creamery. How it managed to hang on from year to year is a mystery to those who now recall its struggle for existence; but its example did not encourage the people of other towns to take up its particular way of earning a living. Mississippi was a cotton state and a great many farms did not even possess a pig, let alone a cow. The butter and milk required was brought in and the consumption of these products was not high.

Fate, or destiny, was busy in the cotton fields and men called her the "boll-weevil." Under this name, she destroyed crops in a tragic manner. Farmers threw up their hands and cried: "What shall we do?" When things were worse, the Dairy Division of the United States Department of Agriculture stepped in with the answer. B. H. Rawl, the Chief, and J. H. McClain, a field worker, called the distracted farmers together and proposed that they turn their attention from cotton to cows. At first, many could not see their way out of the woods through the cow path. They said they could not establish herds on a commercial scale, because the ticks killed them off before they got acclimated. They complained that the right sort of cattle feed was not cultivated to any extent and, finally, that the heat was all against dairying.

But fate in the guise of the boll-weevil continued her depredations and many farmers were finally driven to dairying. To aid the industry, the Agricultural Department sent M. Sondergaard, a Dairy Manufacturing Specialist, to remain in the state. Six years ago, he entered private business and was succeeded by L. S. Edwards. Mr. Sondergaard reported that the few creameries that had opened up were lacking in experts, that the output was generally of low grade and that local bankers were unwilling to finance such enterprises. However, the people were ready to be "shown". It only took a short time to "show" the bankers and get their support, and the creamery men proved themselves as willing as the financiers to accept advice.

In 1916, the creameries of the state had a surplus of 150,000 pounds of butter for which they had no market and had to send to commission houses. Owing to the prejudice against Mississippi butter, the quantity brought five cents a pound under the old Elgin market. About this time, the Mississippi Creamery Men's Association was formed and started an active campaign for the introduction of better methods. Sixteen creameries decided to adopt cream grading. The next year, 1917, twenty-two creameries adopted grading. Meanwhile, the score of Mississippi butter was going up. By 1921, the maximum score reached in the eastern market was 87. This year, the score has reached between 89 and 90 with many cases where it reached 91 and some cases where 92—the standard grade for high class table butter—was attained.

Now, there are 25 creameries operating in Mississippi. They supply the needs of the state and ship a growing surplus to Philadelphia and New York City. They are up-to-date and getting better all the time, according to Government reports. Most of them have their own refrigerating plants and others get brine from neighboring ice plants. One creamery is turning out butter made from pasteurized, sweet cream for which it receives three and a half cents a pound above the usual price. Last year, ending June 30, the creameries produced 6,670,765 pounds of butter and nearly 500,000 quarts of ice cream and sold 10,606,503 pounds of whole milk. For their butter fat, the dairy farmers received a total of \$2,166,256.

CO-OPERATION?

The defeat of the Farmer government in Ontario has an interesting bearing on commercial circles in general.

Of late years much has been said about co-operation, and in various ways the movement seemed likely to become a dominant factor in various lines of commerce.

It was closely linked with organization of farmers, who had succeeded wonderfully, and were buoyed up with the public support.

In Ontario the Minister of Agriculture actively promoted co-operative propaganda, proposing to involve not only the fruit industry, but also the dairy industry—both butter and cheese.

While co-operation was not an issue and was probably not mentioned half a dozen times in the campaign, still the rejection of the Government at the polls will probably mean a slowing up of co-operative propaganda as applied to the dairy industry.

* * * *

En passant, one might remark that if co-operation could make exporting operations more profitable, then an army of co-operators would be readily raised!—*The Produce Bulletin (Canada)*.

WISCONSIN NOW CANDLING

Recent General Order Issued by Department of Markets Being Enforced

Over two hundred and fifty egg buyers have been visited in the last ten days by the inspectors of the Department of Markets, who are busy checking up on the general egg candling order which has been recently issued. The inspectors report that in most instances the regulations are being complied with. Dealers state that shipments are generally improving and fewer bad eggs are found. The department is drawing up forms of complaints which will be used in proceedings against shippers who continue to sell bad eggs. According to market officials the recent hot weather has caused considerable loss in eggs and careful candling is urged upon all who handle this product. Shipments are being inspected in transit to points both within and outside the state. Dealers are advised that before making such shipments all the regulations be complied with.—*Market News Letter*.

Police Officer (to actress)—"So you got your pearls back, Miss?"

Flossie Footlights—"Yes, isn't advertising wonderful—here they are, real ones; my pearls were merely imitation."—*Taller*.

Semi-Solid Buttermilk

EVERY year Semi-Solid Buttermilk occupies a more important place in the feeding operations of successful poultry fatteners and live car shippers.

Last year's demand was so heavy that many feeders were unable to secure all the Semi-Solid they needed.

After taking care of the operators who have already placed orders for their entire season's requirements, a limited supply will be available for the needs of a few more feeders.

Consolidated Products Co.

4750 Sheridan Road
CHICAGO, ILLINOIS

(Continued from page 13)

Section 5—On consignments of eggs where order bills of lading are indorsed to allow inspection, such inspection will be permitted only for the purpose of ascertaining the quality or grade of the contents of the packages.

Section 6—In connection with shipments of eggs, except Storage Packed Eggs, Storage Packed Dirties, and Rehandled and Repacked Eggs, if not more than five (5) per cent of the eggs are damaged, no claim will be allowed. Where damage exceeds five (5) per cent, claims shall be allowed for all damage in excess of five (5) per cent, if investigation develops carrier's liability.

Each case shall be used as a unit, provided information is furnished the carrier by joint inspection or otherwise of the damage in each case. In other instances, the consignment shall be the unit.

Section 7—In adjustment of claims for damage, the notation made on paid freight receipt or other document by joint inspectors shall be considered conclusive as to extent of damage. Any investigation necessary for purpose of determining carrier's liability for such damage shall be made promptly and claims shall be settled upon their merits.

No expense incurred by consignee in the ascertainment of damage will be allowed. In case of carrier's liability, actual and necessary charges incurred for labor and material in reconditioning the damaged cases and contents showing damage shall be borne by the carrier. If, by reconditioning any damaged case or contents, there shall result an enhanced value because of such reconditioning of such case or contents, such increased value shall be credited to the claim.

Note 7—REGULATIONS FOR LOADING, BRACING AND BUFFING CARLOAD SHIPMENTS OF EGGS.

When eggs packed in cases or boxes are tendered for transportation in carloads, shippers shall be required to stow, brace and buff such carload shipments as herein-after prescribed. When the shipper fails to comply, such shipments will be accepted and transported solely at shipper's or owner's risk of loss or damage, except when such loss or damage is caused by negligence of carrier.

Section 1—Terms used in describing methods of loading are defined as follows:

"Rows" designate cases placed parallel to the side of the car.

"Stacks" designate cases across the width of the car.

"Layers" express the vertical stacking of cases.

Section 2—Load must be straight joint (tight load) and a solid unit in the car fitting without play.

Section 3—To determine the amount of excess space, if any, and to arrange for the proper bracing of incomplete layers, and to determine the number of cases that can be loaded lengthwise of the car, first place a row of cases the entire length of car along the far side, then place a stack of cases one layer high across the end of car to ascertain how many rows can be loaded. When the dimensions of the car are such that not more than seven or eight cases can be loaded across the car, the excess space must be taken up by loading the first layer flush against one side of car, alternating each layer.

Section 4—The excess space, if any, may be left in the middle of car or it may be divided equally between the two ends and the middle of the car.

Section 5—Buffing to be used in excess space in center or ends of car must consist of straw, hay or excelsior and

should be cut from bale in thickness equal to excess space and must extend to the height of the lading, or if used loose it must be rammed very tight. Wooden frames similar in construction to floor racks can also be used.

Section 6—When the number of cases necessitates an incomplete layer, they must be braced in the following manner:

The stack, or portion of a stack in front of the incomplete top layer, must be raised two inches by use of a frame constructed of two pieces of 2x4 lumber held apart the width of an egg case with strips nailed across at each end.

Briefly stated, the proposed rules differ from present rules in the following particulars:

It is proposed to apply the standard ratings on eggs packed in spruce cases. Under present rules, the carriers, in some instances, have applied the penalty ratings on eggs packed in spruce cases, for the reason that spruce is not a hardwood.

Under present rules, eggs packed in second-hand cases are entitled to standard rates only when such cases are strapped with iron, wire or wooden straps on the sides and bottom at each end. Under the revised rules, standard rates will apply where the cases are strapped on the sides and bottom at or near each end.

It is proposed to amend the rule governing fillers and packing mats to provide that such materials must show the names of manufacturers. No similar provision is carried in the classification at the present time. Under this new provision, if written into the classification, the shipper will be penalized in the form of higher rates if his eggs are packed in fillers and mats which do not show the manufacturers' names, even though such fillers and mats conform to the requirements as to size and weight.

The present rules permit of the use of cork shavings, cut straw, corrugated strawboard or $\frac{3}{4}$ inch fillers as cushions, and shipments so packed are entitled to standard rates where the classification standard requirements covering fillers and cases are complied with. Under the proposed rules, these cushioning materials are eliminated, and, if used, will subject the shipment to penalty rates.

The present classification permits of the use of loose excelsior as cushions, providing that where this material is used, it must be evenly distributed to a thickness of $\frac{1}{2}$ inch at the bottom of each compartment, and of sufficient thickness on top to hold contents firmly in place. The proposed rule limits the use of loose excelsior to the top of each compartment, and states that it can only be used where pads are placed in the bottom of each compartment. The rule with respect to the combined use of pads and loose excelsior as cushions in the same case reads as follows: "One standard packing mat may be used at the bottom of each compartment and on top of each compartment not less than three ounces of loose excelsior sufficient to hold contents firmly in place."

The present classification calls for the use of packing mats weighing not less than three ounces each. The revised rule provides that each pad must weigh not less than $3\frac{1}{2}$ ounces, and that each pad must be covered with paper having a resistance of not less than 23 pounds per square inch, Mullen test.

Under the revised rules, a provision is made for the use of "Holed-Tite" flats.

The present rule covering inspection of eggs at Chicago and points other than Boston and New York

Established 1872

Incorporated 1899

Kemper Bros. Company

Dealers in

All Kinds of Poultry Feeds Corn in any Form

Shelled Corn

Cracked Corn

Chops

Corn Meal

Fine Cracked Corn

Fine Corn Meal

OATMEAL

Special Crate Fattener

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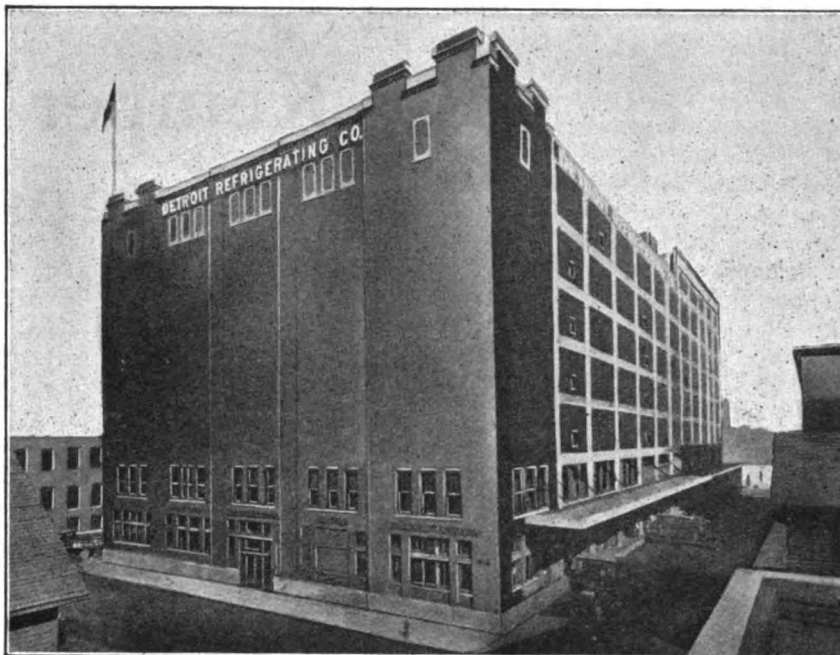
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We have something attractive to offer Butter, Egg and Cheese Storers

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Thousands of Egg and Poultry Shippers use the Express Service daily for quick delivery to the Most Profitable Markets.

This is the ONLY Trade Paper of the Express Business and it should be of great value to you in Your Business.

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KEEP INFORMED—IT PAYS

The Express-Gazette Journal

72 Trinity Place

New York City

PITTSBURGH

The greatest industrial city in the world. Iron and glass the chief products. Population of the community over 1,000,000.

The Iron City Produce Company, Inc., is one of the agencies through which this vast population obtain their food supplies. Shippers of farm produce receive through this firm the best and most prompt returns for consignments of

FRUITS, VEGETABLES, POULTRY EGGS AND BUTTER

Our Aim—Service Best

Located in the heart of the produce district.
Write or Wire and get quick response.

IRON CITY PRODUCE CO.

(Incorporated)

56-58-60 21st Street

Cable Address—ICPECO

PITTSBURG, PA.

CAPITAL, \$100,000.00

Chas. Muehlbonner, Pres.

Chas. Blickle, Gen. Mgr.

reads in part as follows: "Consignee or his authorized representative shall have the privilege, before eggs leave possession of the carrier and under supervision of carriers' representative, of lifting the lids of twenty cases in any carload, and 25 per cent, with a maximum of 20 cases, of the cases of any less carload lot chosen by him, and of examining the top layer thereof for the purpose of ascertaining whether such cases contain damaged eggs." This rule now applies regardless of the manner in which the eggs are packed. It is proposed to continue this rule in force with an exception to the effect that *"where six standard packing mats are used, the entire contents of case may be examined."* In other words, under the revised rule, if made effective, the examination for the purpose of ascertaining whether there is damage will be limited to the top layer when the eggs are packed in any manner other than with six pads, and where six pads are used, an examination of the entire contents of the case will be permitted.

Under present rules, consignees at New York and Boston are entitled to joint inspection only in instances where cases show external evidence of damage, or where cases have been recoopered by the carrier in transit, or where carloads have been transferred from one car to another, or where the load or any part of it has shifted.

The privilege of joint inspection at New York and Boston will be continued, subject to the four conditions above mentioned, and in addition, joint inspection will be permitted where none of the conditions referred to exist, but where, after part delivery has been taken, it is found that the eggs are damaged. (See revised rules, page 13.)

The present rules provide two methods of loading—the straight-joint and step-joint systems. Under the revised rules, the step-joint system is eliminated. The present regulations with respect to straight-joint loading provide that the excess space, if any, after rows are loaded may be left in the middle of the car, or it may be divided equally between the two ends, or it may be left at one end. The proposed rule provides that the excess space, if any, may be left in the middle of car or it may be divided equally between the two ends and the middle of car. The new regulations with respect to buffing or carload shipments read as follows: "Buffing to be used in excess space in center or ends of car must consist of straw, hay or excelsior and should be cut from bale in thickness equal to excess space and must extend to the height of the loading, or if used loose it must be rammed very tight. Wooden frames similar in construction to floor racks can also be used."

A Lincoln Anecdote

When Lincoln and Douglas were conducting their famous series of debates during their campaign for the senate, Douglas, in the course of one of his speeches, complacently remarked:

"Twenty-five years ago, when we were young men, Lincoln and I resided in the same town. I taught school for a living. Lincoln sold whiskey for a living." He referred to Lincoln's clerkship in a store where there was a bar.

When it came Lincoln's turn to speak he took up this charge, repeated it deliberately, and added:

"This is true, but," turning to Douglas, "I leave it to the judge himself if he wasn't one of my very best customers."—*Forbes*.

ESTABLISHED 1879

**Our Produce Sense Will
Produce Dollars for You**

So

Consign or sell your

BUTTER-EGGS-POULTRY

To

S. S. BORDEN CO.

218-220 West South Water St.

CHICAGO

Nice & Schrieber Co.

Established 1846

**BUTTER
EGGS &
CHEESE**

Philadelphia

11 South Water St.

Jewell Brothers

INC.

COMMISSION MERCHANTS

Dressed Poultry, Eggs, etc.

25-31 Loew Ave.

26-28 Bloomfield St.

West Washington Market

NEW YORK

ZIMMER & DUNKAK, Inc.

173-175 Duane Street, New York City

CREAMERY BUTTER

AND

E G G S

Ship to us and note Net Results given. You will
be pleased with them.

FRANK J. GAFFNEY, Manager, Egg Dept.

DRESSED POULTRY GRADES

As Defined in the Trading and Grading Rules of the National Poultry, Butter and Egg Association

QUALITY

Poultry shall be graded into grades, No. 1 and No. 2. No. 1 Chickens and Broilers shall be good, meaty birds, free from No. 2's and stags; well dressed; heads wrapped; feet clean.

No. 2 Chickens and Broilers shall be birds not good enough for No. 1's, such as hump-backed, defective dressing, torn, and thin in flesh; but contain no culls.

No. 1 Fowl shall be good, meaty birds; well dressed; heads wrapped; feet clean.

No. 2 Fowl may be pin-feathery, poorly dressed, skin broken, or defective dressing, and torn, but free from culls.

No. 1 Ducks to be all birds of good flesh; well dressed; feet clean.

No. 2 Ducks, birds not good enough for No. 1's, such as deformed, defective dressing, and torn, but free from culls.

Geese—Same as Ducks.

No. 1 Turkeys, to be all good flesh; not bruised; feet clean.

No. 2 Turkeys, birds not good enough for No. 1's, such as crooked breasts and defective dressing; or birds whose wings or legs have been broken or bruised while being dressed.

All birds to be free from feed; no birds in the No. 2's that show evidence of having been diseased when killed.

WEIGHTS

Broilers, Squab, birds weighing $1\frac{1}{4}$ lbs. and less; no boxes to weigh more than 15 lbs. Small birds, weighing over $1\frac{1}{4}$ lbs. to $1\frac{3}{4}$ lbs.; no boxes to weigh more than 20 lbs. Medium birds, weighing over $1\frac{3}{4}$ lbs. to $2\frac{1}{8}$ lbs.; no boxes to weigh more than $20\frac{1}{2}$ lbs. Large birds, weighing over $2\frac{1}{8}$ lbs. to $2\frac{5}{8}$ lbs.; no boxes to weigh more than 30 lbs.

No. 2 Broilers, small, birds weighing $1\frac{3}{4}$ lbs. and less. No. 2 Broilers, large birds weighing $1\frac{3}{4}$ lbs. to $2\frac{5}{8}$ lbs. Broilers to be wrapped; packed breasts up; one layer boxes unless otherwise specified; boxes lined with parchment paper; heads wrapped; feet clean.

Chickens, Small Fryers weighing over $2\frac{5}{8}$ lbs. to $3\frac{1}{2}$ lbs.; no box weighing over 36 lbs. Large Fryers, weighing over $3\frac{1}{2}$ lbs. to $3\frac{5}{8}$ lbs.; no box weighing over 42 lbs. Small Roasters weighing over 3 lbs. to $3\frac{7}{8}$ lbs.; no box weighing over 47 lbs. Medium Roasters weighing over $3\frac{7}{8}$ lbs. to 5 lbs.; no box weighing over 55 lbs. Large Roasters weighing over 5 lbs. to 6 lbs. Extra Large Roasters, 6 lbs. and over.

No. 2 Chickens, small, weighing over $2\frac{5}{8}$ lbs. to $3\frac{5}{8}$ lbs. No. 2 Chickens, large, weighing over $3\frac{5}{8}$ lbs.

Stags, small, weighing $3\frac{7}{8}$ lbs. and under. Stags, large, weighing over $3\frac{7}{8}$ lbs.

No. 1 Fowl, small, birds weighing 3 lbs and under. No. 1 Fowl, medium, birds weighing 3 lbs. to 4 lbs. No. 1 Fowl, large, birds weighing 4 lbs. to 5 lbs. No. 1 Fowl, extra large, birds weighing 5 lbs. and up.

No. 2 Fowl, small, birds weighing 4 lbs. and less. No. 2 Fowl, large, birds weighing 4 lbs. and over.

No. 1 Ducks, small, birds weighing $3\frac{1}{2}$ lbs. and under. No. 1 Ducks, medium, birds weighing $3\frac{1}{2}$ lbs. to $4\frac{1}{2}$ lbs. No. 1 Ducks, large, birds weighing $4\frac{1}{2}$ lbs. and up.

No. 2 Ducks, all sizes.

No. 1 Turkeys, Young Toms, any size. No. 1 Turkeys, Hens, all sizes, but natural proportions of old and young mixed.

No. 1 Geese, small, birds weighing 8 lbs. and under.

No. 1 Geese, medium, birds weighing 8 to 11 lbs.

No. 1 Geese, large, birds, weighing 11 lbs. and up.

PACKING

All poultry packed 12 birds to the box; all boxes to be lined with parchment paper unless otherwise specified.

PACKAGES

Packages shall be new, uniform, and of sufficient strength to carry the product in good condition.

MARKING

It shall not be necessary to mark anything except the net weight of the poultry on the packages; it will be understood that every package contains 12 birds, unless marked otherwise.

TESTING WEIGHTS

All weights shall be tested by taking the contents of five packages, weighing them at one time, and adjustment shall be made between the net weight of the five packages weighed at one time, unless otherwise agreed upon, and the marked weights. Seller must specify the state in which poultry is packed.

All No. 1 poultry shall be dry and sweet.

No. 2 poultry may be slightly damp, but must be in a good, merchantable condition.

INSPECTION FEES

In Store or Storage Warehouse

Less than 25 boxes	\$ 2.00
Less than 25 barrels	3.00
For 25 to 400 boxes	4.00
For 25 to 100 barrels	5.00
For 400 to 800 boxes	5.00
For 100 to 200 barrels	7.50
For 800 to 1,200 boxes	6.00
For 200 to 300 barrels	9.00
For 1,200 to 2,000 boxes	8.00
For 300 to 500 barrels	12.00
For 2,000 to 3,000 boxes	10.00

Above fees are for one kind of poultry. Fee will be increased 50 per cent if inspection covers several kinds of poultry.

In Cars or Railway Platforms

Less than 25 boxes	\$ 3.00
Less than 25 barrels	4.50
For 25 to 400 boxes	5.00
For 25 to 100 barrels	7.50
For 400 to 1,000 boxes	7.50
For 100 to 200 barrels	10.00

Above fees are for one kind of poultry. Fee will be increased 50 per cent if inspection covers several kinds of poultry.

On lots of 100 packages and less, not less than five barrels or ten boxes will constitute an inspection. On car lots and larger lots not less than 5 per cent of the packages must be inspected.

OFFICIAL POULTRY INSPECTORS

A. B. Carpenter, of C. R. Corwin & Co.....Boston
W. A. Tuttle, 53 East Market Street.....Buffalo
C. B. Ford, 192 North Clark Street.....Chicago
N. F. Russell of Bridgman-Russell Co.....Duluth
I. E. Meagher, 123 North Sixth St.....Minneapolis
D. P. Boehm, of D. P. Boehm, Inc.....New York
G. W. Ellis of T. T. Ellis & Son, 24 S.

Water Street.....Philadelphia
W. W. Bosworth.....Omaha
Fred Schaffer of F. J. Schaffer & Co.....Detroit
Ed. Lynch, 807 North 4th Street.....St. Louis

FOR PUBLIC BENEFIT

Railway Executives Are Interested—Will They Act?

Propaganda emanating from the railroads, reaches the Executive Offices of the National Poultry, Butter and Egg Association almost daily. For the most part, this propaganda has fallen into sympathetic hands, and it has been passed on to other sympathetic hands, so that it may be truthfully said, when the story is finally written, it will be found that the Executive Committee of the National Poultry, Butter and Egg Association has contributed a fair share of the fair play for which the carriers are contending. While the Executive Committee is doing this for the railroads—spreading the gospel of fair play—it cannot find where some of the railroads are doing anything of a reciprocal nature. On the other hand, the committee finds much cause for complaint against certain carriers, and this is, for the most part, of the most trying, aggravating and little character.

For example: Third morning delivery of live poultry originating at St. Louis destined to New York, under certain competitive conditions, is imperative. The carriers know this, and one of them, to secure the business, issued to poultry shippers, the following notice:

"Effective today and until further notice, XYZ railroad train No. 1 will leave East St. Louis at 5 P. M., reaching *Podunk* at 2:30 P. M., *Cross Roads* at 9:30 second morning, *Destination* third morning. This means a day's saving in food, also caretakers' time.

(Signed) District Freight Agent."

On the strength of these express promises, shippers availed themselves of the opportunities offered, and gave their shipments to the carrier referred to, and the carrier, after getting the shipments, made no effort whatever to carry out the terms of its promises, on account of which the shippers felt themselves aggrieved to the extent of the extra feed and caretakers' extra time, for which items they presented claims, which claims the carrier, through its Traffic Manager, declined in the following words::

"You are, of course, familiar with the provisions of the bill of lading, and are aware that freight train schedules are not guaranteed nor, as a matter of fact, do such schedules officially become the property of shippers and receivers. In view of the situation as outlined above, and the fact that this company and its connections do not in any way guarantee or promise a third morning delivery at New York from St. Louis, I fail to understand how the claimants can possibly expect to be reimbursed for any portion of their expenses incurred in shipping live poultry to New York, when handled on basis of fourth morning."

A casual reading of the above quoted notice will disclose that the carrier is liable to shippers in both law and good conscience; In law, because it is well settled, that where a carrier undertakes, by general order, to expedite the movement of shipments of perishable goods, the agreement for expedition becomes incorporated in the general contract of carriage of goods of that class, and the agreement to set the poultry down at New York on the morning of the third day, and to save shippers certain feed bills, and certain wages of caretakers, is as plain as the English language can make it, notwithstanding the explanation and denial of the Traffic Manager—In good con-

science because otherwise the *special* undertakings of carriers would have to fall within the same category as do the undertakings of gold brick artists.

Another example: Carrier notified consignee of the arrival of car of eggs by phone. Consignee, to expedite delivery, gave his truckman a blank check to be filled out by the railway cashier with the amount of freight charges. The cashier filled out the check, handed the paid freight bill to truck-man and the eggs were delivered. Consignee settled with his shipper and accounted for the freight charges as billed and as computed by the railway cashier. Transaction thus closed. When cancelled check was returned from the bank, it was for another and different amount than that named in the freight bill. In this instance consignee's bookkeeping enterprises for the entire month were thrown out of balance and adjusted at great expense.

Later the railway presented consignee with another paid freight bill which showed the charges to be the same as those inserted in the check.

Another example: A car of eggs shipped from Iowa to New York—shippers instructed carrier to ice at point of origin and to re-ice *east of Chicago*. Upon delivery of car at New York, carrier presented bill which included its freight charges, charges for ice furnished east of Chicago, and an item of \$20 to cover ice alleged to have been furnished at a point in Illinois, *west of Chicago*. Consignee paid this bill and later shipper was presented with a balance due bill for \$10 which covered ice furnished at point of origin, which had been omitted from original freight bill. Shipper took the position that the carrier should not have billed on him for the ice said to have been furnished at the Illinois point *west of Chicago*, because of his icing instructions, and requested the carrier to deduct the cost for ice furnished at point of origin from the amount charged and paid on the original freight bill as covering ice furnished at the Illinois point *west of Chicago*, and to refund the balance. The eastern carrier referred this request to its western connection and the latter, after investigation, advised that the car *had not been iced* at the Illinois point referred to. This shipper presented his counter claim in August, 1922, and the eastern carrier is withholding payment because "it doubts" the record of its western connection.

The above are mere examples of what goes through the hopper of the Traffic Service Department of the National Poultry, Butter and Egg Association almost daily, and they could be multiplied many fold. Attention is drawn to them because the carriers, in permitting them, are not exercising that degree of efficiency which makes the business of their patrons pleasant and profitable. It is such incidents as these which cause questions to arise in the minds of patrons who ask themselves whether or not the carriers, as now organized, are competent to operate the railroads efficiently.

If there is a tendency on the part of patrons to offer encouragement to the so-called radicals and if there is a further tendency to go to the extent of trying out Government ownership, they may be to a large extent explained by such incidents as those above referred to.

Railroad executives have it in their power to arrest these tendencies; but propaganda against Government ownership, or for or against the pooling of freight cars, or for or against consolidations, or against the repeal of Section 15 A, will never accomplish satisfactory results unless coupled with honest and substantial efforts to perform efficient service.

READ—**Chicago Dairy Produce**

For thirty years engaged in chronicling the news, progress and development of the

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Market news and surveys by trained and official reporters.

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DAILY MARKET WIRES—Flash reports on Official Markets, the moment they are established. Rates on application.

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Careful, Accurate, Efficient Service*

EGGS**CUTLER**

NEW YORK

331 Greenwich Street

The average shipper has no intimate knowledge of the questions which agitate and worry the railway executives, and heretofore he has believed they are no concern of his. Heretofore, also, he has been perfectly willing that the executive should settle matters, having abiding confidence that the settlement would be mutually beneficial, and herein, perhaps, the childlike confidence of the shipper operated to his disadvantage, and, on the other hand, created an over-confidence on the part of the executive, which now threatens the undoing of both.

The average executive has no intimate knowledge of the questions which agitate and worry the average shipper, and he believes they are no concern of his. He is interested in transportation as a *whole*, and has completely lost sight of the duty he owes to the shipper. If he thinks of the shipper at all, it is as a class, rather than as an individual, and he has so constructed his rules and regulations which have the force of law, that his representative who comes in contact with the individual shipper has no discretionary power, or if he has such power, it is in most instances resolved in favor of the carrier, and this creates daily antagonisms.

Taking it all in all, the lack of mutuality in undertakings and the lack of personal contact of the proper sort, provide the soil in which the seeds of discontent may be expected to grow. That these seeds are growing may be demonstrated by two other recent incidents. The first was: Only a short time ago, in a letter to his stockholders, with copies to his patrons, a railway executive, after pointing out the anti-railroad agitation being conducted by "radicals and extremists" and on the necessity of counteracting such propaganda, among other things stated: :

"Public sentiment which develops and crystalizes between now and December will determine the measure of success of these attacks upon fundamental American principles and institutions. We would ask you, therefore, actively to exert your influence in the interim against destructive legislation.

"Specifically, we would ask you to communicate with your Congressman and Senator in opposition to any amendment of the Transportation Act or the imposition of further hampering restrictions upon the railroads."

The second incident was where egg dealers of the City of Chicago, who handle practically all of the eggs arriving, or dealt in, on that market, met in conference on June 22nd, and in the most emphatic terms expressed their dissatisfaction with the treatment they are daily receiving at the hands of the carriers.

If the appeal made in the first incident means that the egg dealers mentioned in the second incident should worry along as they have for a long time, and permit the carriers to inflict constantly growing burdens, then the appeal falls on deaf ears. If, on the other hand, the appeal in the first incident carries with it the desire of the carriers to co-operate with their patrons to see to it that "fundamental American principles and institutions" are maintained, both for carrier and patron, then the egg dealers mentioned in the second incident will be found ready and willing to make a substantial contribution looking toward that end. They make no boast, however, of being able to mold public sentiment, but they can help. The extent of this help cannot be accurately measured but it may be stated that in the State of Illinois alone, there are some 8,000 licensed egg dealers, and these come from every corner of the State and back of them stand thousands of producers on whom, in one way

or another, the burdens of which the Chicago dealers complain, ultimately fall.

Illinois is by no means the largest egg producing state, and back of the Chicago dealers stand the dealers and producers of the egg producing states of the Mississippi Valley, a great share of whose product is handled on the Chicago market. It may be stated also, that while, for the purposes of this article, the Chicago dealers only are mentioned, the same troubles exist in other large markets; for instance, in New York, Boston and Philadelphia.

As the entire situation is viewed by the Executive Committee of the National Poultry, Butter and Egg Association, the troubles which are experienced by egg dealers are due largely to the lack of personal supervision of the proper sort. These troubles constitute a constantly growing burden on commerce. It may be stated, too, that for many of the burdens, the law, in its present form, gives a remedy, though not adequate, in the way of law suits. Neither carrier nor dealer can financially afford these law suits. In this condition, it would appear that carriers and dealers could enter into a rule of conduct for their own guidance that would be mutually beneficial, and at the same time confer substantial benefits on both producer and consumer. In the judgment of the Executive Committee, such line of procedure is indicated, and if adopted, would go a long way toward resisting the alleged "attacks on fundamental American principles and institutions". On the other hand, if the carriers show no willingness to adopt a righteous policy, this relief must come from Congress.

Personal troubles of dealers rarely reach a railway executive, and the representative whom they do reach, is not of the proper sort.

The suggestion is now made that a representative of the proper sort be appointed by the Association of Railway Executives to confer with and study the transportation troubles of egg dealers—to study, also, the practices of the carriers.

That railway executives may know the troubles of their patrons, a copy of this article will be mailed to each executive under personal cover.

NEW MEMBERS

A recent meeting of the Executive Committee, applications of the following named for membership in the Association were approved.

You are requested to keep the names of new members in mind when buying or selling:

The Legg Produce Co.

Box 364, Scott City, Kansas.

(Carlot Live Poultry, Eggs, Dressed Poultry and Turkeys)

J. J. Badenoch Co.

400 N. Union Ave., Chicago, Ill.
(Feed, Grain and Hay)

The Modern Version

Prospective Purchaser (examining volume of maxims in bookstore)—"I don't see the old favorite here about locking the barn door after the horse has been stolen."

Clerk—"No, this is a new and revised edition. But there's its successor about analyzing the home brew after the funeral has been held."

INDIANA SHIPPERS TO AID PRODUCERS

Secretary Locks of the Indiana Association Would Have Egg Candling Law Enacted—Would Educate Producers as to Quality and Have Shippers Buy on Quality Basis

The Poultry Farmer under the caption: 'Taking the Rot out of Rotten Eggs', publishes the following as the program of the Indiana Egg and Poultry Association, of which William Locks, of Indianapolis, is Secretary:

The Indiana Egg and Poultry Association is out to take the rot out of rotten eggs, and at the same time show the egg producer how he can make bigger profits and at the same time have eggs for his own breakfast. It sounds like a big order, but a study of the facts in the case makes it appear clear that the thing is not only not beyond the range of possibility but is a problem that would be easy of solution if the producer of eggs would harken to the advice of the men to whom he sells his products.

The association recently held a special meeting in Indianapolis, called primarily for a general discussion of rotten eggs. Not a high sounding topic, perhaps, to those of us who have been unfortunate enough to come in contact with a rotten egg, but of vital importance to all concerned. As a general proposition the association decided to proceed along these lines:

1. To conduct an educational campaign among egg producers to show them how and why quality eggs will bring premium prices.

2. To bring home to the producer of eggs the necessity for removing the male bird from the flocks whose products are to be sent to the consuming market.

3. To convince the producer that the fault is largely his that egg prices are lower in June, July and August than they are in March, April and May.

4. To continue to use every legitimate effort to put on the statute books of Indiana a law requiring that eggs be candled before being delivered to the market.

5. To prosecute violators of the Indiana pure food law when it can be shown that violation is deliberate.

Low Prices in Summer

The question of why lower prices are offered for eggs in the three summer months than are offered at other seasons of the year is one of vital importance to the producer of eggs, as can readily be seen. Costs of feed, of labor and of other factors that enter into the production of eggs generally are no lower in the summer than at other times of the year, yet the producer has been led, or rather has led himself, to believe that he must accept a lower price for his product. This, as William Locks, secretary of the Indiana Egg and Poultry Association, points out, is largely the fault of the man who offers the eggs for sale. Bad eggs are more numerous in the summer months, and the egg buyer, Mr. Locks said, is compelled, as a matter of protection to himself, to offer a lower price for the eggs to overcome the increased losses due to bad eggs.

"The summer months," he said, "are the months of slack production. Reduced production, by the law of natural averages, should result in higher prices for the product, but in the case of eggs the reverse is true. This is due to the fact that in the summer months the buyer of eggs has much greater numbers of bad eggs to lose money on and is therefore required to offer less for the eggs. This is a situation that can be easily remedied if the egg producer will see to it

that only infertile eggs, that is, eggs from flocks from which the male birds have been removed, are sent to market, and that the small eggs, the dirty eggs, the crooked eggs, which are just as good to eat, but which it is almost impossible for the commission man to sell, are eaten at home.

Egg Grading

"The matter of egg grading is one that has been receiving much consideration recently, but if the egg producer will set up his own grade standard, and send to market only such eggs as he would place under a hen or in an incubator for hatching purposes, eliminating only the fertility, he will find that the average commission man or egg buyer would be willing to pay him a premium over the price paid for the eggs ordinarily delivered to him. Thus he would still have the discarded eggs at home for his own breakfast, but would be making a bigger profit through the marketing of eggs that really were worth premium prices."

A tentative schedule of "U. S." classes, standards and grades of eggs, proposed by the United States bureau of agricultural economics, was the subject of some discussion at the meeting of egg and poultry men. The government schedule proposed the establishment of uniform egg standards on the basis of quality factors, the important factors to be considered and to receive major attention being shell, air cell, albumen, yolk and development of the germ, and to base the grades on these standards. Each grade, under the government plan, thus would represent a definite quality determined by the standards established for each quality factor. Under the government plan it is proposed to establish the following "U. S." grades for edible eggs:

Five grades for eggs of sound, clean shells—U. S. Specials, U. S. Extras, U. S. No. 1, U. S. No. 2 and U. S. Culls; Two grades for eggs of sound, dirty shells—U. S. Dirties No. 1 and U. S. Dirties No. 2; and one grade for eggs of cracked shells—U. S. Checks.

Lack of Candling Law

The feeling of the men attending the meeting was not unanimous, some believing the government plan might work out successfully and others that it was too complicated for the average farmer-egg producer. It was the consensus of opinion, however, that for the present, at least, Indiana buyers of eggs would proceed on the plan of buying all eggs on a strictly loss off basis, this loss off factor involving rots, short count and mashed eggs. Half the regular price will be paid, generally, for bantam and guinea eggs.

The lack of a candling law in Indiana, Mr. Locks said, is responsible for the fact that many rotten eggs are brought to market in the summer months. He said it is not uncommon for 40 per cent of the eggs in a case to be in various stages of deterioration, much of this being due to the eggs being fertilized. All this loss could be eliminated by removing the male bird from the flocks.

Eggs reaching the market during May were of better than average quality, due to the cold weather, this preventing the development of the germ in fertilized eggs. The vitality of the eggs, however, Mr. Locks said, generally was lower, this being due to the fact that the hens were in a rundown condition as the result of heavy laying during a comparatively mild winter. Egg prices, he said, had held up well, but he predicted the usual lowering of prices as the warm weather advanced, due to the factors mentioned above. Many bad eggs reaching the market, he said,

are those which are taken from incubators, and it is against this class of hen product that the association plans to invoke the pure food laws where there is evidence that the offense is deliberate.

In a letter to the national association of egg and poultrymen Mr. Locks made clear his attitude toward the government plan of establishing egg grades. He wrote, in part:

"The only reason that the buying of eggs, as well as cream and dairy products, on a graded or quality basis at country points, has not progressed farther up to the present time, is that there has been no sharp line of demarcation between the various grades. Descriptions such as defining conditions of white, condition of yolk and even shrinkage are all subject to the personal interpretation of the man doing the grading.

The Human Element

"The human element is the main feature. There are no mechanical tests or clearly defined methods of determining actual quality of the product. You will understand that I am talking from a country buying point basis and not from the central markets. Even in the central markets there is bound to be considerable variation due to the personal element. At the country points, where the buyers of eggs are inexperienced, I doubt whether grades as outlined could be put into practice.

"We have about reached the conclusion that there is one class of people in the country who know more about egg grades than the egg dealers or receivers in the markets—that class is the farmer.

"We have about concluded that the logical way to buy eggs on quality basis at country points is to buy them on twice a week delivery and on a quality basis good enough to set in an incubator or under a hen (eliminating, of course, the fertility feature). I think if we told one hundred producers of eggs that we would pay a premium for eggs good enough to set, which they would deliver to us twice a week, we would get about 99 per cent eggs that would grade under their tentative grades as U. S. Specials.

"I wish to repeat that every farmer in the country knows more about grading eggs than any one else. The trouble has been that we have not told him how we want them graded. We all know that in setting eggs the following kinds must be eliminated for satisfactory results: Jumbos, medium and small size, irregular shaped eggs (that is, exceptionally long and narrow or round), eggs of poor shell construction, ridged shell eggs, dirty eggs, checks, stained eggs and eggs that are at all stale. Just eliminate from the farmers' setting grade the matter of fertility and you have got U. S. Specials translated into a simple country point buying and egg producing term."

An Echo From the War

A colored soldier in the American army was doing sentry duty for the first time in his life. A dark form approached him. "Halt!" he cried in a threatening tone. "Who are you?"

"The officer of the day."

"Advance!"

The O. D. advanced, but before he had proceeded half a dozen steps the dusky sentinel again cried, "Halt!"

"This is the second time you have halted me," observed the officer. "What are you going to do next?"

"Never you mind what ah's gonna do. Mah orders are to call 'Halt!' three times, den shoot!"

(Continued from page 21)

cate shall also be mailed by the inspector to the Live Stock Commissioner, Ottawa:

CERTIFICATE OF INSPECTION, IMPORTED EGGS
 I,, a duly authorized inspector under "The Live Stock and Live Stock Products Act" of the Dominion of Canada, do certify that I have inspected the shipment of eggs described herein in accordance with the requirements of the egg regulations made by authority of "The Live Stock and Live Stock Products Act" relating to the importation of foreign eggs.
 Place..... Date.....
 Name and address of Importer.....
 Name and address of Consignor.....
 Quantity..... Country of Origin.....
 Car number,
 Brand or other identification marks.....
 (sgd.)..... Inspector No.

27. All cases of eggs imported into Canada for domestic consumption but not including eggs for incubation, if not previously marked, shall be marked on both ends by the importer with the words "*Produce of*" followed by the name of the country of origin and with the name of the class and grade of the eggs contained therein according to the Canadian standards, providing that the importer may have the privilege of re-candling and re-grading the shipment. Such re-candling and re-grading shall be under the supervision of and subject to the approval of the inspector.

When in warehouse all lots of imported eggs intended for recandling and re-grading shall be piled separately from all other eggs and no cases so separated shall be shipped or delivered or displayed for sale by the importer, his agent or employe until they have been re-inspected by an inspector. The lettering in the markings prescribed in this regulation shall be in block letters not less than one inch in height. Such markings may be accompanied by trade names or brands providing such trade names or brands do not obliterate or obscure the markings prescribed in this regulation.

28. The method of examination shall be the same as that prescribed in the examination of export and interprovincial shipments covered by the Regulations, with the exception that in the instance of imported eggs and other eggs examined at destination a maximum allowance of twelve (12) eggs to the half case below grade stated, will be allowed. The method of taking weights shall be as follows:

The inspector will ascertain the net weight of each of the 10 cases. If one or more cases weigh less than 43 pounds net to the 30-dozen case, the entire sample drawn shall be weighed. If three or more cases in the sample drawn shall be marked "Fresh Seconds," "Storage Seconds" or "Preserved Seconds," as the case may be.

29. Eggs that have been imported into Canada when repacked shall be repacked in the cases in which they were imported and the markings showing the country of origin and grade shall not be removed or obliterated, providing always in any case where such eggs cannot be repacked in the original case, other containers may be used, but such containers shall be marked to show the class and grade and the country of production and the marks used shall be the same in form and character as those on the original package.

30. No cases containing foreign eggs imported into Canada for domestic consumption shall be shipped or delivered or displayed for sale until they have been marked by an inspector as provided in these Regulations.

We Buy and Sell Eggs

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Clearing House**

Wire us your orders to buy or sell butter or eggs for spot or future delivery.

We are located at the center of Chicago's Produce Market. We handle live poultry, also frozen poultry, and have the largest trade in ice-packed poultry in Chicago.

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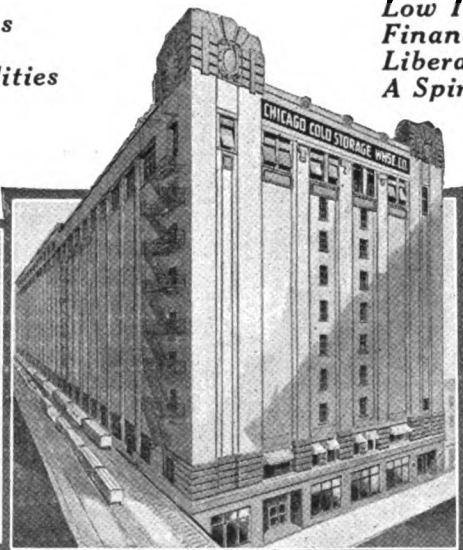
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Poultry**

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Best Railroad Facilities
Reasonable Rates*

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Riverside State Bank, Riverside, Ill.
RALPH N. BALLOU, Cashier
EDWIN L. WAGNER, President.

31. The mark to be placed on each case of foreign eggs, by the inspector, shall include the words "Foreign Eggs" and the words "Government Inspected," together with the Inspector's number, the device to be in such form as the Minister may approve.

32. All these Regulations shall become effective from the date of the second publication thereof in *The Canada Gazette*.

Schedule "A"

The following is the form of grading statement prescribed in Regulation (10) of these Regulations:

GRADING REPORT

Quantity..... When received.....
From

Grade	Quantity	Price per dozen	
		cts.	\$ cts.
Extras
Firsts
Seconds
Cracked
Dirty
Rots
Leakers
Short	\$
Total

Candler No.

HEN TO ROOSTER AND WHY

In the *Journal of Heredity* there recently appeared a story of a black hen which changed to a white rooster and then died. One comparable adventure in the life of any man and he would feel ready to die. This sedate, motherly, black hen began to grow a comb and wattles strangely like those of a rooster. She had already attained her growth, so it was impossible to change her shape to that of the male—impossible for her short, fat legs to change to the long, unshapely legs of the male even had the urge been present. But so much of her appearance as was not fixed by bony outlines took on the appearance of the male. Her voice changed from the softer notes of the lady to the harsher of the gentleman. She undertook to crow. She not only changed her features but she changed her personality as well. Her conduct and behavior were no doubt condemned as scandalous by the Mrs. Grundys of the barnyard.

But note the oncoming of another transformation. With each molting her black feathers became less black. In a season or two the black hen had become a white rooster.

Then death and a post-mortem.

The post-mortem examination showed a large tumor in the abdomen in the region of the back. It was plainly an ovarian tumor. It was found to have destroyed the ovarian tissue and then to have involved the adrenal tissue as well. When it destroyed the ovarian tissue, the hen lost her characteristics of the female, became a neuter or intermediate sexed and was called a male. Later, the adrenals were involved, and the chicken, now third sexed, became white and died.

Thus ended the story of the chicken.—*Dr. W. A. Evans, Chicago Tribune.*

HANCE BROTHERS COMPANY



EFFICIENT SERVICE, CONSERVATIVE ADVICE, AND
FULL MARKET VALUE, CONSIGN YOUR POULTRY
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Butter, Eggs and Dressed Poultry
For the quickest and most efficient service and for best net results—TRY US
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31 South Water Street, Philadelphia

Facts About Excelsior Pads

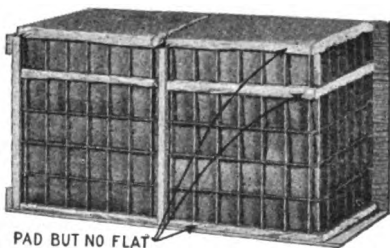
The widespread use of excelsior pads is the best indication of their utility. From a mere experiment, they have become a recognized part of the standard egg package. The results obtained have fully justified their continued use.

Merited Approval

EXCELSIOR PADS have the enthusiastic approval of the Carriers, Important Shippers, Agricultural Bureaus, State Marketing Bureaus, as well as of the men who actually use them in their daily work. This approval is based on merit alone.

How to Get Best Results

It is important that the pads be used in the approved manner. Six pads, placed as shown in the illustration below, a new case, and a set of new honeycomb fillers, will give you a pack that is standard. Good results are certain.



In buying pads be sure that you get the benefit of proper construction. The use of the right materials in the production of the pad is also important. We vouch for ours by placing our name and Trade Mark on each individual pad.

H. W. SELLE & COMPANY
MANUFACTURERS

1000-1020 North Halsted Street,
CHICAGO, ILL.

POULTRY BOX SIZES

Single Layer Poultry Boxes

BROILERS—		Length	Width	Depth	Sda.	TB.	Ends	C't'r
15 lbs. & under,	packed breast up	14	14	4	3/4	3/4	3/4	..
16 to 20 lbs.,	packed breast up	16	15	4	3/4	3/4	3/4	..
20 to 24 lbs.,	packed breast up	16	16	4 1/2	3/4	3/4	3/4	..
25 to 30 lbs.,	packed breast up	17	17	5	3/4	3/4	3/4	..
CHICKENS—								
31 to 36 lbs.,	packed breast up	18	17 1/2	5 1/2	3/4	3/4	3/4	..
3 to 3 3/4 lbs.,	packed on side	29	16 1/2	3 1/2	3/4	3/4	3/4	3/4
3 3/4 to 4 1/2 lbs.,	packed on side	30 1/2	17 1/2	4	3/4	3/4	3/4	3/4
4 1/2 to 5 1/2 lbs.,	packed on side	32 1/2	19	4 1/2	3/4	3/4	3/4	3/4
5 1/2 lbs. up,	packed on side	34	19 1/2	4 3/4	3/4	3/4	3/4	3/4
FOWLS—								
3 lbs. & under,	packed on side	25	14 3/4	3 3/4	3/4	3/4	3/4	3/4
3 to 3 3/4 lbs.,	packed on side	26 1/2	16	4	3/4	3/4	3/4	3/4
3 3/4 to 4 1/2 lbs.,	packed on side	28 1/2	16	4 1/4	3/4	3/4	3/4	3/4
4 1/2 to 5 lbs.,	packed on side	31 1/2	17	4 1/2	3/4	3/4	3/4	3/4
5 lbs. and over,	packed on side	33	18	4 1/2	3/4	3/4	3/4	3/4
DUCKS—								
5 lbs. & under,	packed breast up	31	19	4	3/4	3/4	3/4	3/4
5 lbs. and over,	packed breast up	32 1/2	19 1/2	4 1/2	3/4	3/4	3/4	3/4
GEESE—								
All weights,	packed breast up	32	24	6	3/4	3/4	3/4	3/4
TURKEYS—(Young Toms)—								
11 lbs. & under,	packed on side	32	26	6	3/4	3/4	3/4	3/4*
11 to 15 lbs.,	packed on side	32	27	7	3/4	3/4	3/4	3/4*
15 lbs. and up,	packed on side	33	28	8	3/4	3/4	3/4	3/4*
(Hen Turkeys)—								
11 lbs. & under,	packed on side	32	24	6	3/4	3/4	3/4	3/4*
Over 11 lbs.,	packed on side	32	25	7	3/4	3/4	3/4	3/4*

*Cleats on all boxes for packing Turkeys.

Specifications for Dry Packed Poultry Boxes

Twelve Birds to the Box

Inside Measurements—Length, Width, Depth

	Length In.	Width In.	Depth In.	Ends In.	S. T. B. In.
Broilers, 15 lbs. and under, packed one layer, breast up	14	14	4	3/4	3/4
Broilers, 16 to 20 lbs., packed one layer, breast up.....	16	15	4	3/4	3/4
Broilers, 20 to 24 lbs., packed one layer, breast up.....	16	16	4 1/2	3/4	3/4
Broilers, 25 to 30 lbs., packed one layer, breast up.....	17	17	5	3/4	3/4
Chickens, 31 to 36 lbs., packed one layer, breast up.....	19	17	6	3/4	3/4
Chickens, 31 to 36 lbs., packed two layers, on sides.....	16	14	7	1/2	3/4
Chickens, 37 to 42 lbs., packed one layer, on sides.....	29	17	3 1/2	3/4	3/4
Chickens, 37 to 42 lbs., packed two layers, on sides.....	17	15	7	3/4	3/4
Chickens, 43 to 48 lbs., packed two layers, on sides.....	18	16	7 1/2	3/4	3/4*
Chickens, 49 to 58 lbs., packed two layers, on sides.....	18 1/2	16	7 3/4	3/4	3/4*
Chickens, 59 lbs. and over, two layers, on sides.....	18 1/2	18	8 1/2	3/4	3/4*
Fowl, 31 to 36 lbs., packed two layers, on sides.....	15 1/2	13 1/2	6 1/2	3/4	3/4
Fowl, 37 to 45 lbs., packed two layers, on sides.....	16	14	7 1/2	3/4	3/4
Fowl, 46 to 54 lbs., packed two layers, on sides.....	16 1/2	15	8	3/4	3/4*
Fowl, 55 to 66 lbs., packed two layers, on sides.....	17	16	8 1/2	3/4	3/4*
Fowl, 67 lbs. and over, packed two layers, on sides.....	18	17	9	3/4	3/4*
Ducks, 42 to 52 lbs., packed two layers.....	20	13 1/2	7 1/2	3/4	3/4*
Ducks, 53 to 62 lbs., packed two layers.....	23	14	8	3/4	3/4*
Ducks, 60 lbs. and over, packed two layers.....	24	14 3/4	8 3/4	3/4	3/4*
Geese, all weights, packed two layers.....	28	19	12	3/4	1/2*
TURKEYS					
Young Toms, 11 lbs. and under	26	22	12	3/4	1/2*
Young Toms, over 11 lbs.....	27	25	12 1/2	3/4	1/2*
Hen Turkeys, 11 lbs. and under	22	20	10 1/2	3/4	1/2*
Hen Turkeys, over 11 lbs.....	24	20	11 1/2	3/4	1/2*

*Outside cleats.

Specifications for Scalded Poultry Boxes Chickens

Inside Measurements—Length, Width, Depth
(Packed Dry Picked Style)

	Length In.	Width In.	Depth In.	Ends In.	S. T. B. In.
Squab Broilers, 11 to 16 lbs., packed breast up.....	14	12½	4	¾	¾
Broilers, 17 to 21 lbs., packed breast up	16	14	4½	¾	¾
Broilers, 22 to 25 lbs., packed breast up	17	14½	5	¾	¾
Broilers, 26 to 30 lbs., packed breast up	18½	15	5½	¾	¾
Fryers, 31 to 35 lbs., packed breast up	19	16	6	¾	¾
Chickens, 36 to 42 lbs., packed breast up	20	17½	6½	¾	¾
Roasters, 43 to 47 lbs., packed on sides	17½	15	8	¾	¾
Roasters, 48 to 54 lbs., packed on sides	18	16	8	¾	¾
Roasters, 55 to 59 lbs., packed on sides	18½	17½	8½	¾	¾
Roasters, 60 lbs. and up, packed on sides	20	18½	8½	¾	¾

Scalded Chickens

(On First 5 Sizes Legs Drawn Straight Across Box)

	Length In.	Width In.	Depth In.	Ends In.	S. T. B. In.
Squab Broilers, 15 lbs. and under, packed breast up....	14	13	3½	½	¼
Broilers, 17 to 21 lbs., packed breast up	16	15	4	½	¼
Broilers, 22 to 25 lbs., packed breast up	16	16	4	½	¼
Broilers, 26 to 30 lbs., packed breast up	18	16	4½	½	¼
Fryers, 31 to 36 lbs., packed breast up	18	17	5	¾	¾
Chickens, 37 to 42 lbs., packed on sides	17	15	7	¾	¾
Fowl, 35 lbs. and under, packed on sides	14½	13½	7	¾	¾
Fowl, 36 to 42 lbs., packed on sides	16	14½	7½	¾	¾
Fowl, 43 to 47 lbs., packed on sides	16	15	8	¾	¾
Fowl, 48 to 54 lbs., packed on sides	17	15	8	¾	¾
Fowl, 55 to 65 lbs., packed on sides	18	16	8½	¾	¾
Fowl, 66 lbs. and up, packed on sides	18	17	9	¾	¾

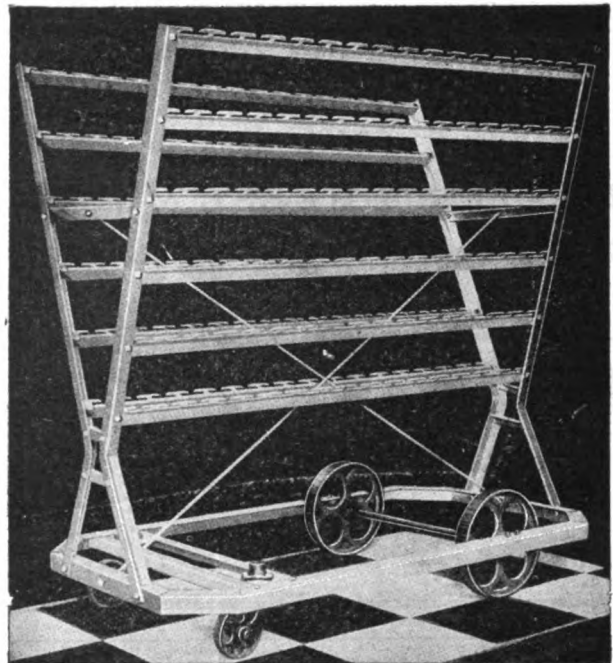
Paper Wrappers

Broilers	{ Up to 16 lb. 17 to 21 lb. 22 to 25 lb. }	...Size of paper wrapper: 15x15 inches
Broilers and Chickens	{ 26 to 30 lb. 31 to 36 lb. 37 to 42 lb. }	...Size of paper wrapper: 15x18 inches
Roasters:	43 lb. and up....	Size of paper wrapper: 16x22 inches

WHERE SERVICE GETS
RESULTS



Cooling Racks and Feeding Batteries



Danley's Patented sure grip Cooling Racks are galvanized, all steel, no fingers to break or bend, are indestructible and best, capacity doubles on broilers, and medium weight birds.


Danley's Patented Batteries save you big money on first cost, are of highest quality, very durable, sanitary, light in weight, easy to handle. Quick service is our **Motto**. BE READY FOR THE RUSH SEASON.

Danley Sanitary Mfg. Co.
St. Johns, Mich.

Western Representative
W. P. KERNAN, 208 N. Wells St., Chicago, Ill.

Willis S. Herrick Benj. Auerbach	Sedgwick S. Vastine	Willard C. Coe Chas. E. Mann
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192 N. CLARK ST. - - - CHICAGO

TRAFFIC QUESTIONS AND ANSWERS

Liability of Carrier for Loss of Goods While Awaiting Removal from Car on Public Team Track

Question: On a carload of eggs shipped to a consignee in Chicago, shortage of one case developed when the contents of the car were checked out by the team track foreman to consignee's drayman. This car reached destination under original seals and was entered upon arrival and a portion of the contents unloaded; the car was resealed by carrier, another portion removed on the second day; car was again resealed by carrier and unloading completed on the third day. Will you kindly advise if a definite ruling has been made by the courts in an instance of this kind, and if so, to what effect?

Answer: In *Michigan Central vs. Owens*, 256 U. S. 427, the Supreme Court of the United States held that a carrier is liable under the terms of the uniform bill of lading, for the loss of goods from a car while on its public team track during the period of free time, notwithstanding the fact that the car had been opened by the consignee and part of the goods removed therefrom. In the instant case, if the loss occurred during the period of free time, the liability of the carrier is that of insurer. If the loss occurred after the expiration of free time, however, the liability of carrier is that of a warehouseman. In the latter event, negligence on the part of the carrier must be proven.

Misquotation of Rate—Liability of Carrier

Question: Railroad Company furnished me in writing with the freight rate from A to B. Cars were billed out at the rate quoted, and charges collected from consignee at destination. Balance due bills were later presented by carrier with a letter stating that the rate charged was incorrect. I paid the balance due bills, but later filed claim for the difference between the rate, which the carrier claimed to be correct, and the rate quoted me in writing. This claim has been declined. Am I entitled to refund?

Answer: The Interstate Commerce Commission has held in a number of cases that a shipper is charged with notice of the lawful rate, and that a misquotation of a rate is not ground on which to base a complaint for reparation. While under Section 6 of the Act a carrier who shall misquote the applicable rate is liable to a penalty of \$250, this penalty accrues to the United States Government, and not to the shipper. There is, therefore, no means by which the amount represented by the balance due bills can be collected from the carrier.

LOWER RATES FROM GREEN BAY

Supplement No. 4 to Agent B. T. Jones' Tariff 218-B, effective August 5th, carries the following reduced freight rates on butter, cheese, eggs, game and dressed poultry, carloads, from Green Bay, Wis., to Albany, N. Y. 97c; to Baltimore, Md. 98c; to Boston, Mass. \$1.06; to New York, N. Y. \$1.01; to Norfolk, Va. 98c; to Philadelphia, Pa. 99c; to Rochester, N. Y. 79½c; to Rockland, Me. \$1.06; to Syracuse, N. Y. 82c; to Utica, N. Y. 91½c per 100 lbs.

These rates apply only on shipments routed C&NW, Milwaukee, Wis., Grand Trunk Railway.

Unintentional Humor

Beginner (after repeated failure)—"Funny game, golf."

Caddie—"Tain't meant to be."—*Punch* (London).

TRAFFIC DEPARTMENT

EXPRESS CLASSIFICATION CHANGES

The American Railway Express Company has issued notice of its intention to make certain changes in the rates, rules and regulations published in its Official Classification No. 28, among which are the following:

Eggs, Market:—The present Classification provides for the use of cork shavings, cut straw, corrugated strawboard, loose excelsior or excelsior pads as cushions in egg packing. It is proposed to eliminate cork shavings, cut straw and corrugated strawboard as cushioning material, the new rule with respect to fillers, flats and cushions to read as follows:

"All trays and dividing boards must be of hard calendar strawboard, weighing not less than 3½ pounds to the set, and of sufficient size to fill the compartments to prevent shifting; the bottom dividing boards must be placed next to the eggs, and on top of a cushion of excelsior, the top dividing boards to be placed next to the eggs and covered with sufficient excelsior to hold the contents firm in place.

Note—Where standard excelsior pads are used, dividing boards will not be required."

In explanation of this change, the express company states that an examination of egg shipments has indicated that cork shavings, cut straw or corrugated strawboard cushions are no longer in use, and that excelsior provides a more desirable cushion.

Egg Cases (Returned)—The present Classification provides a transportation charge of 15c each on egg cases, returned to shipping points. It is proposed to apply first-class rates on returned egg cases, *containing used strawboard fillers*; the 15c charge to apply only on empty returned cases.

In justification for the increase on returned cases *containing used fillers*, the express company states the following: "A study of the conditions surrounding the egg traffic has indicated that breakage in transit at present results largely from the use of second hand fillers. The tips of these fillers become bent and broken after one journey, and are not fit for re-use. As a matter of fact, under item 1, page 35 of the classification, it is provided that cases or carriers containing second-hand fillers will not be accepted, and therefore under the present requirements of the express company, it is not permissible to use a filler for a second movement. Consequently, egg cases which contain used fillers are not wholly empty, within the meaning of item 4, page 35 of the classification, and should not be returned to the shippers. If they are returned, under the above item first class rates must be applied. If the case when returned is empty, i. e., contains no used strawboard fillers, then the charge of 15c each will be assessed."

Transportation of Caretakers—It is proposed to include in the Classification a rule reading as follows:

"With carloads of . . . live poultry or live stock, one attendant will be carried free with each one or two cars for one owner, and one additional attendant free with each additional one or two cars.

"Women or minors will not be provided with free transportation as attendants.

Attendants will not be furnished with return transportation."

Live Poultry—It is proposed to apply second class rates on live poultry between points in Groups 1 and 3 (see note) where scale number shown in block tariffs does not exceed 32. Under existing tariffs, first class rates apply between points in Groups 1 and 3, taking scales 31 and 32.

Note—For stations included in Groups 1 and 3 see page 45 of the Official Express Classification, No. 28.

Concerning this change the express company states:

"The foregoing change provides for a decrease in the rate on live poultry for other than breeding, show, exhibition or other special purposes, between points in Group 1 and points in Group 3, where the scale is in excess of No. 30, but does not exceed No. 32. It has been found that some points within distances of 400 miles, between those groups, are within Scale 32, and change is made accordingly."

It is the intention of the Express Company to make the Classification changes above outlined effective on or about October 1st, 1923. Members of the 'National' and others interested who desire to enter objections to any of these classification changes may do so by communicating with Geo. S. Lee, Traffic Manager, American Railway Express Co., 46 Trinity Place, New York City, N. Y., on or before August 15, 1923, the date upon which the Classification Supplement containing the changes will go to press.

LOWER RATE PROPOSED

The Western Trunk Line Committee has assigned its subject No. 3290 to a proposal to establish reduced freight rate of 88c per 100 lbs., minimum weight 20,000 lbs., on butter, eggs and dressed poultry in straight or mixed carloads, Omaha, Neb., to Memphis, Tenn.

Present rate is \$1.15 per 100 lbs.

LOWER POULTRY RATE

Reduced freight rate of \$1.21 per 100 lbs. is published in Supplement No. 4 to Agent B. T. Jones' Tariff 218-B to apply on carload shipments of Dressed Poultry from Harrodsburg, Ky., to Boston, Mass. This rate will become effective on August 10th.

The Traffic Service Department

OF THE

National Poultry, Butter and Egg Association

NOT CONDUCTED FOR PROFIT
AVAILABLE TO MEMBERS OF THE ASSOCIATION ONLY
NOMINAL MONTHLY CHARGES
SUPERVISED BY THE EXECUTIVE COMMITTEE
OPERATED BY TRAFFIC EXPERTS

The TRAFFIC SERVICE DEPARTMENT of The National Poultry, Butter and Egg Association AUDITS Freight and Expense Bills and PRESENTS CLAIMS for Overcharges—It advises concerning routes and QUOTES RATES. Presents claims for LOSS AND DAMAGE and recommends PREVENTIVE measures. Service includes RATE ADJUSTMENTS. In a word the Department was created for RELIEVING members of all their TRAFFIC TROUBLES and it is meeting with a large degree of success. Keeps members advised up to the minute concerning all rate and regulatory changes by means of SPECIAL BULLETINS

If in need of Traffic Service, make your wants known to any representative of the National Poultry, Butter and Egg Association, or mail inquiry to the Executive Offices, 208 North Wells Street, Chicago.

Application and sample contract mailed on request.

All matters treated with the utmost confidence.

JOIN NOW!

National Poultry, Butter & Egg Association

ANSWER QUICK

Nearly every member of the Association has an employe who cares for the traffic matters of the member. The Executive Secretary wants to get in touch with such employes. Please send their names and addresses to the Executive Offices without delay.

EXCELSIOR PAD RATES

Bulletin No. 741, issued by the Western Trunk Line Committee, carries the following proposals having to do with freight rates on excelsior pads:

Subject No. 1448A—Pads (excelsior, moss, hay or swamp grass) or packing cushion or mats made of excelsior, grass or straw, straight or mixed carloads or in mixed carloads with excelsior, C. L., from and to points in W. T. L. territory. Present— $3\frac{1}{2}$ c above the rates on excelsior, C. L. Proposed—Excelsior rates. Note: Where through rates are already published specifically, originally based upon this arbitrary, such through rates to be likewise adjusted on the excelsior basis. Excelsior minimum weights. (By shipper.)

Subject No. 1448B—Pads (excelsior, moss, hay or swamp grass) or packing cushions or mats made of excelsior, grass or straw, straight or mixed carloads, or in mixed carloads with excelsior, C. L., from Eau Claire, Rice Lake, Washburn, Bayfield, Superior, Wis., and Duluth, Minn., to destinations in Colorado and Utah. Present—5th class. Proposed—Excelsior rates. Excelsior minimum weights.

Shippers desiring to offer suggestions in connection with these proposals are requested to communicate with Mr. E. B. Boyd, Chairman, Western Trunk Line Committee, Transportation Building, Chicago, Ill.

REFRIGERATION CHARGES

The Southern Freight Association has assigned its Subject No. 10585 to a proposal to establish refrigeration charges on LCL shipments of butter, eggs, dressed poultry and cheese moving from Southern Railway stations (Morristown to Chattanooga, Tenn., inclusive) to eastern cities.

The proposal as outlined in the Association's Docket No. 166 reads as follows:

"10585—Initiated by Carrier—It is proposed to establish rules, regulations and charges governing the refrigeration of less carload shipments of eggs, butter, cheese and dressed poultry from Southern Railway, Knoxville Division, stations, Morristown, Tenn., to Chattanooga, Tenn., inclusive, to eastern cities, similar to the rules, regulations and charges applicable from Southern Railway stations, Johnson City to Morristown. The proposed charges for this refrigeration service to be based on the following rates: To Baltimore $36\frac{1}{2}$ c; Philadelphia $36\frac{1}{2}$ c; New York $36\frac{1}{2}$ c; Boston 40c per 100 lbs. It is also proposed that the present charges, rules and regulations governing this service from Southern Railway stations, Johnson City to Morristown, as well as the regulations hereby proposed from stations Morristown to Chattanooga, be made subject to a minimum weight of 10,000 lbs."

CHANGES IN FREIGHT RATES

Supplement No. 4 to Agent E. B. Boyd's Freight Tariff 1016-B carries the following reduced rates on eggs, carloads, from Burlington, Kans.: To Gulf Ports, $\$1.55\frac{1}{2}$; to Key West, Fla., $\$1.98\frac{1}{2}$ per 100 lbs. These rates apply only on shipments for export.

Supplement No. 4 to Agent E. B. Boyd's Freight Tariff 1016-B carries increased freight rate of $\$1.71$ per 100 lbs., on eggs, carloads, from Mangum, Okla., to Key West, Fla., for export.

Supplement No. 16 to Agent E. B. Boyd's Freight Tariff 18-K, effective August 15th, carries reduced freight rates on butter, eggs and dressed poultry, carloads, from Earl, Ely, Vaughn and Seeman, Kan., to St. Louis, Mo., and Chicago, Ill.

Supplement No. 6 to Wabash Railway Tariff H-10194, effective July 15th, carries reduced freight rate of 10c to Keokuk, Ia., and $9\frac{1}{2}$ c to Hannibal, Mo., on Poultry Feed, in carlots, from St. Louis, Mo.

Supplement No. 5 to Great Northern Railway Tariff 600-F, effective July 27th, carries reduced freight rate of 52c per 100 lbs. on Butter, carloads, Wadena, Minn., to Duluth, Minn., and Superior, Wis. This rate applies only on shipments routed via Cass Lake, Minn., and stopped in transit to finish loading at intermediate points.

MIXED CARS OF POULTRY AND EGGS

Care Prior to Shipment and Proper Loading Essential to Safe Transportation

Last December, R. C. Dearborn, Chairman of the National Perishable Freight Committee, in a communication addressed to the Executive Offices of the National Poultry, Butter and Egg Association stated: "Our attention has been called to the large and steady increase in claims account damage to mixed shipments of eggs and dressed poultry. It is suggested that the major portion of the claims primarily arise from too close stowing of eggs, which has the result of interfering with the proper circulation of cold air and thereby failing to secure the degree of refrigeration necessary to protect the dressed poultry."

The Executive Offices commenced an investigation which leads to the following conclusions:

Pre-Cooling

1. Eggs should be precooled to from 32 to 36 degrees.
2. Poultry should be precooled to from 22 to 36 degrees. (Certain shippers suggest that poultry should be at a zero temperature before loading.)
3. Car should be precooled from 30 to 35 degrees before loading is commenced. Crushed ice and salt.

Loading

4. Use racks in the bottom of the car.
5. Place the poultry in each end of the car, next to the ice bunkers.
6. Place the eggs in the center of the car, seven cases wide.
7. Leave air spaces between all rows, running from one end of the car to the other.
8. Where poultry is frozen before being loaded, straw should be placed over, around and under the

eggs, to protect against the cold of the frozen poultry. It will also tend to prevent the sweating of the poultry, caused by its proximity to the eggs.

9. Re-ice in transit as required.

The Movement

The movement of mixed cars of eggs and dressed poultry by the larger shippers is usually during the early spring, or late summer, or early fall when eggs cannot be held for carlot tonnage. Smaller shippers find it necessary to ship mixed cars the year round to keep their tonnage moving frequently, and in answer to the demand of many small receivers.

The Claim Account

The investigation does not develop any facts tending to prove "a large and steady increase" in the claim account. On the other hand, claims seem to be few and far between.

To determine whether dressed poultry has been "spoiled" by reason of failure to properly precool or has been spoiled because of lack of proper refrigeration, the following observations are submitted:

Improper precooling is evidenced by the fact that deterioration commences from the inside of the bird, because the animal heat was not entirely eradicated. This deterioration in turn causes the outside of the bird to become green and otherwise discolored and finally carries a strong odor or stench.

Improper refrigeration is evidenced, first, by sweat on the outside of the bird; this is followed by a super abundance of moisture and finally the entire outside of the bird becomes slimy and sticky.

Investigation by the Government

Concerning the loading of mixed cars of poultry and eggs, the Bureau of Chemistry, U. S. Department of Agriculture, has this to say:

"If the car is to be loaded with a mixture of poultry and eggs, as very frequently happens, the problem is much more complicated. If ice and salt are used in the bunkers, and if the poultry and eggs go into the car well chilled, the temperature may be sufficiently low to freeze the eggs. If, on the other hand, salt is not used with the ice, it becomes a difficult matter to keep the poultry sufficiently cold to carry without deterioration if the haul is a long one. If such mixed cars are to be handled, and this is oftentimes a commercial necessity, it is advisable to chill the poultry as thoroughly as possible, piling the boxes low in the car and against the ice bunkers. The eggs should be artificially chilled to as low a temperature as possible before they are shipped, and they should then be placed in the middle and upper layers of the load.

"Since the ice bunkers are at either end of the car, it follows that every additional foot away from them will mean a rise in temperature; and since there is no method of inducing artificial circulation in general use, by which the heavy cold air at the bottom of the car can be forced to the upper part, it follows also that every foot above the floor means a rise in temperature. The mistake is frequently made of packing goods too high in a refrigerator car. Where great efficiency is necessary, as in the handling of poultry, the height of the load should be not more than 4 feet."—*File 314.*

(Since the foregoing investigation was completed,

a very large shipper states: "We place provision racks on the car floor and against ice bunker. We load poultry next to the ice tanks. We separate the poultry from the eggs with provision racks, placed with the smooth side against the egg cases. If a car contains 50 per cent or more poultry we split it and place in both ends of the car and the eggs in the center.

"The car should be initially iced to obtain an opening temperature of from 34 to 36 degrees and re-iced in transit sufficiently to maintain a temperature not to exceed 40 degrees in the car. Under these conditions we feel that all cars so cared for will safely carry under most extreme weather.")

OFFICIAL INSPECTORS OF THE NATIONAL POULTRY, BUTTER AND EGG ASSOCIATION

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Poultry—A. B. Carpenter, of C. R. Corwin & Co.
Butter—J. W. Berry, of J. R. Ellis & Son.
Eggs—B. C. Cummings, of Green & Co.

Buffalo

Poultry—W. A. Tuttle, 169 Scott St.
Butter—J. W. Lansing, of Gleason & Lansing.
Eggs—Chas. H. Hickman, 150 Michigan Ave.

Chicago

Poultry—C. B. Ford, 192 N. Clark St.
Butter—John W. Miller (C. H. Weaver & Co.), 67 W. South Water St., Chicago.
Eggs—John R. Tyler, 208 N. Wells St.

Cleveland

Eggs—Joseph Mendes, care Cottage Creamery Co.

Duluth

Poultry—N. F. Russell, care Bridgman-Russell Co.
Cheese and Butter—J. P. McDonald, 7th Ave. and Railroad St.
Eggs—Ross Gatlin, care Armour & Co.

Minneapolis

Poultry—I. E. Meagher, 123 N. Sixth St.
Butter—John Walstrom, 121 N. Sixth St.
Eggs—Ross C. Morford, 71 Island Ave.

New York

Poultry—D. P. Boehm, of D. P. Boehm, Inc.
Butter—Geo. W. Connell, 6 Harrison St.
Eggs—Harry Bryan, of Bryan-Duval Co., 105 Hudson St.

Philadelphia

Poultry—G. W. Ellis, of T. T. Ellis & Son, 24-26 S. Water St.
Butter—C. M. Drake, of C. M. Drake Co., 19 S. Water St.
Eggs—Jacob F. Miller, of Bickel & Miller, 322 S. Front St.

Omaha

Poultry, Butter and Egg Inspector—W. W. Bosworth, care Hurd Creamery Co., Council Bluffs, Iowa.

Detroit

Poultry—Fred Schaffer, of F. J. Schaffer & Co.
Butter—W. R. Throop, of Harris & Throop.
Eggs—A. F. Thibodeau, of A. F. Thibodeau Co.

St. Louis

Poultry—Edw. Lynch, 807 N. 4th St.
Butter—A. A. Rehbein, 220 Market St.
Eggs—Geo. H. Broeder, 813 N. Third St.

ROSTER

National Poultry, Butter & Egg Association

NOTE: Members should keep in mind that our Membership Ledgers—not this Roster—constitute the highest authority regarding every membership. Extra care is taken to see that every name and address is correctly shown in the Roster. But in making corrections and adding new names constantly it happens now and then that printers make new errors or leave out names or addresses inadvertently. Pressure of work in the Executive Secretary's office precludes checking the Roster with the Membership Ledgers before going to press every month, though this is done as often as possible.

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McHENRY & BRYAN, Fayetteville.
OZARK POULTRY & EGG Co., Fayetteville.
D. W. TOBEY, INC., P. O. Box 614, Texarkana, Ark-Tex.

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P. BURNS & Co., Calgary, Alberta.
CANADIAN PACKING Co., Toronto, Ont.
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CALIFORNIA POULTRY Co., 315 Washington St., San Francisco.
HARBAUGH & Co., 425 Washington St., San Francisco.
KING & LAYTON, 310 Clay St., San Francisco.
MAKINS PRODUCE Co., 310 Davis St., San Francisco.
MONOTTI-LARIMER, 250 Sacramento St., San Francisco.
PACIFIC EGG PRODUCERS, 700 Front St., San Francisco.
CARL SCHALLINGER, 310 Clay St., San Francisco.
WILSEY BENNETT Co., 352 Front St., San Francisco.

COLORADO

BEAR PRODUCE Co., 1515 Market St., Denver.
PINKETT BROS. PROD. Co., 1537 Market St., Denver.

CONNECTICUT

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L. C. BATES Co., 46 George St., New Haven.
P. BERRY & SONS, 390 Windsor St., Hartford.

CUBA

ARMANDO ARMAND & SON, 17 Sol St., Havana.
FRANK BOWMAN Co., San Ignacio 13, P. O. Box 471, Havana.

FLORIDA

C. G. HILDERLEY, Box 696, Tampa.

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H. A. BURNS PROD. Co., Thompsonville.
CAPPEL GARRARD Co., Peoria.
L. E. CHAPIN, Tampico, Ill.
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DENNIS PRODUCE Co., Bowen.
GEO. W. FREY PRODUCE Co., Mendota.
FRANK GRAMPP, Princeton.
HAGIST JETT PRODUCE Co., Box 64, E. St. Louis, Ill.
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F. HOUSER & SON, Lena.
W. A. JOY, 119 N. 9th St., Springfield.
KLEINSCHMIDT PRODUCE Co., Nashville.
MANNING & MANNING, Morrisonville.
G. E. MERRILL, Avon.
W. D. MILLER & SON, Newton.
MONEY PRODUCE Co., Yale.
B. S. PEARSALL BUTTER Co., 51 N. State St., Elgin.
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F. A. PRUETT & SONS, Third & Monroe Sts., Kimmunity.
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GEO. H. SPENGLER, 10th & Capitol Ave., Springfield.
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H. C. WEINRICH & Co., Cambridge.
J. F. WILLIAMS & SON, Apple River.
C. C. WRIGHT, McLeansboro.
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B. AARON & SONS, 56 W. South Water St.
THEODORE AARON, INC., 204-208 N. Wells St.
AMAN & ENDERS, 132 W. South Water St.
ARMOUR & Co., Produce Dept.
BAER & WOODS, 326 W. So. Water St.
J. P. BARRETT PRO. Co., 208 N. Wells St.
BATTERMAN & KOELLING, 949 Fulton Market.
BEATRICE CREAMERY Co., 1526 S. State St.
AMOS BIRD Co., 1314 So. Canal St.
BLUE VALLEY CREAMERY Co., 700 S. Clinton St.
S. S. BORDEN Co., 220 W. South Water St.
BOWMAN & Co., 136 W. Lake St.
JOHN L. BRINK Co., 212 W. So. Water St.
BRINK & PILAT, 214 W. South Water St.
PETER BRITTEN SONS, 2 Fulton Market.
H. L. BROWN & SONS, 953 Fulton Market.
BICKLEY, FINNELL & WIMPLE, INC., 216 N. Wells St.
G. W. BULL & Co., 26 W. Kinzie St.
BURD BROS., 206 W. So. Water St.
CANTWELL & GILLOGLY, 953 Fulton Mkt.
COHEN & Co., 108 W. South Water St.
H. B. COLLINS, c/o Swift & Co., U. S. Yards.
COONEY & Co., 215 W. So. Water St.
COYNE BROS., 119 W. South Water St.
COYNE & NEVINS Co., 168 W. South Water Street.
CROMER & BROWN, 212 N. Wells St.
CUDAHY PACKING Co., PRODUCE DEPT., Harris Trust Bldg.
THEO. CUNY, 320 W. South Water St.
DAUBER BROS., 1132-1134 Fulton Market.
JNO. R. DEISHER Co., 954 Fulton Market.
DITTMANN & Co., 125 N. Union St.
JOSEPH DUSEK Co., 726 W. Randolph St.
WM. EBELING, 702 W. Randolph St.
M. H. EICHENGREEN & Co., 227 N. LaSalle
ELLIOTT & MCGARRAGHY, 29 W. Kinzie St.

HARRY H. FIELD & Co., 208 N. Wells St.
 FINNEMAN BROS., 320 W. So. Water St.
 FORD-GUSTAVSON & Co., 192 N. Clark St.
 PETER FOX SONS Co., 1122-24 Fulton Market.
 GALLAGHER BROS., 165 W. South Water St.
 ALEXANDER GETZ, 1016-1022 Fulton Mkt.
 GETZ & BRODSKY, 326 W. So. Water St.
 R. GERBER & Co., 12 E. Kinzie St.
 MOSES GRAY & Co., 160 W. So. Water St.
 GRIDLEY-MAXON Co., 25 W. So. Water St.
 GUGGENHEIM BROS., 916 Fulton Market.
 A. F. HEIDKE & SONS, 845 Fulton St.
 FRANK G. HEILMAN, 945-947 Fulton Mkt.
 J. E. HUGHES & Co., 225 W. South Water St.
 J. S. HOFFMAN COMPANY, 219-221 N. Franklin St.
 W. G. HOWARD & Co., 229 N. Wells St.
 HUNTER WALTON & Co., 35 W. Kinzie St.
 S. KATZ & Co., Inc., 208 No. Wells St.
 KEAN & STRYKER, 716 W. Randolph St.
 KELLEY-IVERSON, INC., 192 N. Clark St.
 GEO. T. KRUSE & Co., 708 W. Randolph St.
 A. S. KUHN Co., 208 N. Wells St.
 H. & J. LEPMAN, INC., 208 N. Wells St.
 LITMAN & Co., 948 Fulton Mkt.
 MAX MALTER Co., 816 W. Randolph St.
 MAURICE MANDEVILLE, 160 N. Market St.
 WOLF MALTER, 910 Fulton Market.
 R. MANGAN & Co., 819 W. Randolph St.
 I. H. MARKS, 192 N. Clark St.
 JOHN V. MCCARTHY Co., 136 W. Lake St.
 C. E. MCNEILL & Co., 325 W. So. Water St.
 MERRILL & ELDREDGE, 160 N. Market St.
 GEO. MEYER & Co., 228 W. South Water St.
 JOS. T. MILNARIK, 136 W. Lake St.
 W. S. MOORE, 206 N. Wells St.
 A. M. MULLIN, 303 W. So. Water St.
 MUTUAL PRODUCE Co., 922 Fulton St.
 MURMANN & KARSTEN, 222 W. So. Water St.
 NATIONAL PROD. Co., 208 N. Wells St.
 AD. NEWMAN & SON, 4420 S. Ashland Ave.
 NAOMI PRODUCE Co., 309 W. So. Water St.
 NORTH-WEST PRODUCE Co., 834 No. Racine Ave.
 O'HEARN & SHERMAN, 64 S. Water St.
 O. W. OLSON Co., 136 W. Lake St.
 THOS. E. O'NEILL Co., 218 N. Wells St.
 OSTROWSKY & SIMKIN, 206 W. So. Water St.
 MORRIS OVSON Co., 30 N. Green St.
 OXLEY & RICHTER Co., 208 N. Wells St.
 POLMEN & Co., 216 W. So. Water St.
 G. W. RANDALL & Co., 211 W. South Water St.
 B. W. REDFEARN, 208 N. Wells St.
 HARRY H. REDFEARN & Co., 208 N. Wells St.
 A. S. ROE & Co., 208 N. Wells St.

ED. RUEB & Co., 703 W. Randolph St.
 M. P. RUTLEDGE, 1111-1113 Fulton Market.
 JOHN SANDER, 1053-1055 W. Lake St.
 SCHRIEBER & FALKER, 136 W. Lake St.
 SCHWEIZER COMMISSION Co., 654 W. 63rd St.
 JOHN M. SHAWHAN, 136 W. Lake St.
 GEO. S. SLOAN & SONS, 62 W. So. Water St.
 SNYDER, HARRY, Co., 223 W. So. Water St.
 SONENBLICK & SHAPIRO, 207 W. So. Water St.
 SPANGENBERG & Co., 48 W. Kinzie St.
 STEFFEY BROS., 118 W. So. Water St.
 FRANK SWEENEY, INC., 192 N. Clark St.
 E. B. TEETS & Co., 322 W. So. Water St.
 ED. TERMAN & Co., 321 W. So. Water St.
 TITMAN EGG Co., Inc., 400 N. Elizabeth St.
 JOHN R. TYLER Co., 208 N. Wells St.
 M. UHLMANN & Co., Inc., 171 W. So. Water St.
 A. T. ULLMANN Co., 1014 Fulton St.
 WASKOW BUTTER Co., 346 W. So. Water St.
 WATSON & KELLY, 320 W. So. Water St.
 C. H. WEAVER & Co., 67 W. South Water St.
 WEINBERG BROS. & Co., 1052-54 Fulton Mkt.
 WENDEL & BRIGGS, 951 Fulton Market.
 O. E. WHITCOMB & SON, 210 W. South Water St.
 J. H. WHITE & Co., 955 Fulton Market.
 W. T. S. WHITE, c/o Morris & Co., U. S. Yards.
 WILSON & Co., Prod. Dept., U. S. Yards.
 HENRY YEPSER & Co., 207 N. Wells St.
 ZAMBERNO BROS. & Co., 918 Fulton St.
 ZIMMERMANN & SMITH, 336 W. So. Water St.

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 BAREFOOT PRODUCE COMPANY, Cowan.
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 BOOS PRODUCE Co., West Bend.
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 P. M. DAHLEM, Cascade.
 C. A. ENGLISH, Hubbell Bldg., Des Moines.
 E. J. FARLEY, Monticello.
 C. ALVIN FOSSE, LaPorte City.
 TYNDALL N. FOSSE, Ridgeway.
 M. J. GOODRICH, Strawberry Point.
 GOODRICH & GALLAGHER, INC., Waverly.
 M. & J. R. HAKES, Laurens.
 HALL PRODUCE Co., Sigourney.
 HANFORD PRODUCE Co., Sioux City.
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 E. B. HIGLEY Co., 409 S. Federal St., Mason City.
 HURD CREAMERY Co., Council Bluffs, Iowa.
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 INDEPENDENT PRODUCE Co., 1801 W. 3rd St., Davenport.
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 CARL T. IRISH, Nevada.
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 SHOTWELL & Co., Des Moines.
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 SHELDON PRODUCE Co., Sheldon.
 J. A. SILVER & Co., Stockport.
 R. D. SMITH, Swea City.
 E. B. WADE, Hubbell Bldg., Des Moines.
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 WAVERLY PRODUCE Co., Waverly.
 WESCOTT & WINKS, Sumner.
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 CONCORDIA CREAMERY Co., Concordia.
 ELLSWORTH PROD. Co., Ellsworth.
 W. M. EVERT, Concordia.
 FARMERS' PRODUCE Co., Burlington.
 J. F. GRENAN PROD. Co., Garnett.
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 LATHAM & SONS, Ottawa.
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 PADEN & THOMPSON, Lyons.
 SALINA POULTRY Co., Salina.
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 TOPEKA PACKING Co., Topeka.
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 E. E. HURLBURT, 3 Emerson Tower Bldg., Baltimore.
 ARTHUR MEDWEDEFF, 308 Law Building, Baltimore.
 JOHN PORHELMAN & SONS, 405 N. Washington St., Baltimore.
 JOSEPH SMELKINSON, 139 W. Camden St., Baltimore.
 STEVENS BROS., 226 Charles St., Baltimore.

MASSACHUSETTS

CAMBRIDGE POULTRY Co., Cambridge.
 JAMES L. HUMPHREY, JR., New Bedford.
 GENERY STEVENS Co., Worcester.

Boston

ADAMS, CHAPMAN Co., 37 N. Market St.
 ALLEY GREEN & PIPE Co., 3 and 4 N. Market St.
 S. K. AMES, 168 Milk St.
 I. H. BALLOU & Co., 75 S. Market St.
 BARTLETT VARNEY & Co., 21 N. Market St.

BATCHELDER & SNYDER Co., 49 Blackstone Street.
 BOLTON & HICKS, 21 Merchants Row.
 BORST PIERCE Co., 9 Blackstone St.
 ALTON E. BRIGGS, Faneuil Hall Market.
 BRYANT & ORDWAY Co., 1 So. Side Faneuil Hall Market.
 S. L. BURN & Co., 74 So. Market St.
 CHAMBERLAIN & Co., INC., 25 S. Market St.
 CHAPIN & ADAMS Co., 35 S. Market St.
 HAROLD E. CORSON, Faneuil Hall Market, Fruit & Products Exchange.
 C. R. CORWIN Co., Faneuil Hall Market.
 CRAIG HAPGOOD Co., INC., 39 S. Market St.
 EASTERN BUTTER Co., 15 John St.
 G. A. FALES Co., 25 N. Market St.
 JOHN H. FARNUM & SON, 65 Clinton St.
 FOWLE, HIBBARD Co., 176 State St.
 GOLDSMITH-STOCKWELL Co., 27 S. Market Street.
 GREEN & Co., 80 S. Market St.
 WM. J. HAIRE Co., 30 S. Market St.
 HILTON & ALDRICH Co., 40 S. Market St.
 RALPH H. HOSMER, 10-16 Faneuil Hall Mkt.
 H. A. HOVEY & Co., 30 Faneuil Hall Mkt.
 THE H. J. KERR Co., 72 S. Market St.
 J. F. KIMBALL Co., 31 N. Market St.
 LAMSON & Co., 13 Blackstone St.
 G. M. D. LEGG Co., 33 S. Market St.
 LEWIS, MEARS Co., 33 S. Market St.
 A. & O. W. MEAD & Co., 35 N. Market St.
 A. E. MILLS & SON, 27 Commercial St.
 CHAS. E. MILLS, 19 Boston Fruit & Produce Exchange.
 P. F. QUINN, 31-33 Merchants Row.
 RADLO BROS. Co., 21-23 S. Market St.
 L. A. ROGERS Co., 70 S. Market St.
 SMILEY BROS., 5 Blackstone St.
 A. M. SMITH & Co., 31 Commercial St.
 STANDARD POULTRY & EGG Co., 37 Fulton St.
 CHAS. H. STONE & Co., 61 Chatham St.
 THORNDIKE & GERRISH Co., 19 N. Market Street.

TITMAN EGG Co. OF MASSACHUSETTS.
 A. VALENTE & Co.
 T. H. WHEELER Co.
 E. E. WILSON Co., 7 Blackstone St.
 W. F. WYMAN & Co., 4 Faneuil Hall Mkt.

MICHIGAN

CADILLAC PRODUCE Co., Cadillac.
 THE N. A. HOBAN Co., 114-116 W. 1st Ave., Flint.
 HUGH M. HURD, Eaton Rapids.
 IONIA EGG & POULTRY Co., Ionia.
 KENT STORAGE Co., Grand Rapids.
 ROBT. PARK, Caro.
 J. T. RIDLEY, Greenville.
 WILLIAMSON BROS., Tecumseh.

Detroit

ALDERSON-HUARD Co., 2514 Riopelle St.
 AMERICAN BUTTER & CHEESE Co., 480 Howard Ave.
 BENTLEY PRODUCE Co., 1571 Winder St.

CLARENCE J. CHANDLER, 1640 Penobscot Bldg.
 GEO. L. COLLINS & Co., 30 Market St.
 DETROIT BUTTER & EGG Co., 4301 Dequindre.
 GEO. R. ELDRIDGE Co., 2656 Eighteenth St.
 FALTS POULTRY MARKET, 54 W. Elizabeth Street.
 HARRIS & THROOP, 777 Michigan Ave.
 J. W. KEYS COMM. Co., 2478 Riopelle St.
 C. H. LAHUE & Co., Eastern Market.
 F. J. SCHAFER & Co., 1462 E. High St.
 SCHILLER BUTTER & EGG Co., 654 Jos Campau.
 SMITH POULTRY & EGG Co., 26 Western Market.
 A. F. THIBODEAU & Co., 2040 Howard St.
 TONER COMMISSION Co., 2602 Riopelle St.

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 NORTHERN COLD STG. & WHSE. Co., Duluth.
 PETERSON BIDDICK Co., Wadena.
 JOSEPH J. SCHATZ, Montgomery.
 STEUBE BROS., 118 N. Main St., New Ulm.
 STORK BROS., New Ulm.
 SUNDE & ROMINE, New Richland.
 GEO. D. TRACY, Tracy.
 WORTHINGTON CREAMERY & PROD. Co., Worthington.

Minneapolis and St. Paul

BOYD & HILBERT, 22 Central Mkt., Minneapolis.
 R. E. COBB Co., St. Paul.
 DE SOTO CRY. & PROD. Co., Minneapolis.
 EDWARDS BROS., 119 Sixth St., North, Minneapolis.
 FAIRFAX PRODUCE Co., 420 N. Third Ave., Minneapolis.
 ROBERT C. KERSTEN, Mgr., J. H. Kersten & Co., 203 Market State Bank Bldg., Minneapolis.
 MEAGHER & PARSONS, 5th St. North, Minneapolis.
 ROSS C. MORFORD, 71 Island Ave., Minneapolis.
 NORTHERN PRODUCE Co., St. Paul.
 J. W. PERRIN & SON, 29 Central Market, Minneapolis.
 SAMELS BROS. Co., Minneapolis.
 VILDEN PROD. Co., St. Paul.

MISSOURI

BLATTNER BROS. MERC. Co., Wellsville.
 A. F. BROCKMAN, Concordia.
 W. L. DAVENPORT Co., 219 N. Jefferson St., Mexico.

GOODWIN & JEAN, Jackson.
 R. F. GRIFFITH, Fulton.
 HENDERSON'S PRODUCE Co., Monroe City.
 KUHN BROS. MERC. Co., Troy.
 W. D. LAW, Springfield.
 D. N. LIGHTFOOT & SON, Springfield.
 LINDLEY-BUSTER PROD. Co., Inc., Bucklin.
 J. H. MIKEL BRO. & Co., South Gifford.
 C. S. MILLER PRODUCE Co., Neosho.
 MISSOURI EGG & POULTRY Co., Box 164, Sedalia.
 E. OLIN & SON, 112 E. Lexington St., Independence, Missouri.
 RALLS COUNTY MERCANTILE Co., Center.
 S. D. RARDIN, Jr. & Co., Ridgeway.
 J. I. REED & SON, Bolivar.
 C. L. RHODES PROD. Co., Springfield.
 A. W. VANDERFORD, Clinton.
 A. B. WILKERSON, Aurora.
 WILLOW SPRINGS CRMY. Co., Willow Sprgs.

St. Louis

AMERICAN EGG & POULTRY Co., 501 N. 3rd St.
 H. B. BEATY, 408 Franklin Ave.
 BOHN-LENARTZ COM. Co., 714 N. 4th St.
 HY BOMZE, 817 N. Third St.
 HENRY BROEDER'S SONS COM. Co., 813 N. Third St.
 DICKSON & SONS, 837 N. Third St.
 A. A. EASTON Co., Inc., 931 N. Broadway.
 ENTERPRISE COMMISSION Co., 925-927 N. Broadway.
 BRUNO FRANZ SONS, 919 N. Broadway.
 OSCAR B. FRANZ COM. Co., 417 Morgan St.
 WALTER B. FRANZ & Co., 810 N. Fourth St.
 FRISCO COMMISSION Co., 800 N. Fourth St.
 GREENLEE PRODUCTS Co., Lewis & O'Fallon Sts.
 FRED HEGER, 419 Franklin Ave.
 THE HICKEL Co., 1018 N. Broadway.
 HILMER COMMISSION Co., 822 N. Third St.
 HOPMANN BROS. PRODUCE Co., 700 N. 2nd St.
 H. W. KUEHAUS, 419 Franklin Ave.
 B. LANDAUER, 907 N. Fourth St.
 E. L. LYNCH POULTRY Co., 807 N. 4th St.
 McLAIN-ALCORN COM. Co., 701 N. 3rd St.
 MEYER BROS. COMMISSION Co., 816 N. 3rd St.
 NIEMEYER-BUCHMUELLER COM. Co., 816 N. 3rd St.
 PROGRESSIVE COMMISSION Co., 803 N. 3rd St.
 A. A. REHBEIN, 220 Market St.
 GEO. F. RICKER & Co., 716 N. 2nd St.
 SCHEITLIN & HOFFMAN, 820 N. Third St.
 L. J. SCHULTE COM. Co., 824 N. Third St.
 SCHUMACHER COMMISSION Co., 700 N. 3rd St.
 BURT WOODSON COM. Co., 933 N. Broadway.
 ZELLE BROS. PROV. & COM. Co., 702 N. 3rd St.

Kansas City

AARON POULTRY & EGG Co.
 C. J. AUS, 211 Produce Exchange Bldg.
 A. W. BEAR COM. Co., 117 E. Fourth St.
 RALPH HURST & Co., 115 E. Fourth St.
 S. J. HURST, 515 Grand Ave.
 MERIDEN CREAMERY Co., 21st and Central Sts.
 CARL C. STENTZ, 203 Produce Exchange Bldg.
 SPENCER PRODUCE Co., 14 West 4th St.

NEBRASKA

HENNINGSSEN PROD. Co., Superior.
 C. MOZER, Box 495, Lincoln.
 NORFOLK POULTRY Co., 403 N. 3rd St., Norfolk.
 WAHOO PRODUCE Co., 301 East 5th St., Wahoo.
 YORK PRODUCE Co., York.

Omaha

GEO. E. CLARK, 1327 W. O. W. Bldg.
 FAIRMONT CRY. Co., 12th & Jones Sts.
 THE JERPE COMMISSION Co., 422 11th St.
 KIRSCHBRAUN & SONS, INC., 9th and Dodge Sts.
 OMAHA COLD STORAGE Co.

NEW JERSEY

AMMON & PERSON, 4th and Henderson Sts. Jersey City.
 M. AUGENBLICK & BRO., 16 Commerce St., Newark.
 ROBT. L. BEYER, 1915 Atlantic Ave., Atlantic City.
 COLUMBIA CHEESE Co., 85 Commerce St., Newark.
 DEBOW & Co., 32 Commerce St., Newark.
 BARNETT GABRIEL, c/o Great Atlantic & Pacific Tea Co., Jersey City.
 GUARANTY EGG CORPORATION, 197 Market St., Newark.
 GERHARD & PAGELS, 218 N. Willow St., Trenton.
 GUDE & COLE, INC., 102 Mulberry St., Newark.
 ADAM HEBELER & Co., 46 Commerce St., Newark.
 WILKINSON, GADDIS & Co., 85 Parkhurst Newark.

NEW YORK

DAVIS & PELTON, 152 Baldwin St., Elmira.
 THE LAWLOR & CAVANAUGH Co., Troy.
 JOS. A. MINST, 359 Broadway, Albany.
 EDWARD D. VINAL, 202 North West St., Syracuse.
 WM. S. RILEY Co., Scott Place, Rochester.
 W. J. SKILLICORN, Albany.

Buffalo

BREDENBERG BROS., 96 W. Market St.
 JACOB DOLD PACKING Co., 745 William St.
 GOLDSTEIN & LIPPMAN, 165 Scott.
 HICKMAN & COWARD, 150 Michigan Ave.
 CHAS. E. ROESCH, 10 Broadway Mkt.
 SATULOFF BROS., 145 Michigan St.
 STONE & DIXON, INC., 162 Perry St.
 WALTER A. TUTTLE, 55-57 E. Market St.

J. M. WATTLES & SON, 152 Michigan St.
FRANK E. WATTLES & BRO.
WAX & SUGARMAN, 159 Michigan St.
WM. C. WILL, 163 Scott St.

New York City

C. F. ADAMS & Co., 13 Harrison St.
ALBERT & GERBER, 315 Greenwich St.
E. S. ALPAUGH & Co., 18 Bloomfield St.
ARMSTRONG & HESSE, 330 Greenwich St.
HARRY ATLAS, 360 Greenwich St.
JUAN A. BABCOCK, 168 Duane St.
E. R. BALZER, 220 Greenwich St.
F. C. BARGER & Co., 158 Franklin St.
H. BEHRMAN & SONS, 366 Washington St.
BERMAN & BAEDCKER, Inc., 28 Thirteenth Ave.
NATHAN BLACKMAN, 362 Greenwich St.
DANIEL P. BOEHM, Inc., 331 Washington St.
JOHN H. BORGER & Co., 134 Reade St.
GEO. G. BROWN, W. Washington Mkt.
HAROLD L. BROWN Co., Inc., 172 Duane St.
S. S. BROWN Co., 43 Jay St.
BROWN & ROOT Co., 165 Reade St.
BRYAN DUVAL Co., Inc., 105 Hudson St.
C. T. BULLARD & Co., 171 Duane St.
BUTTS & MILLER Co., 325 Washington St.
CENTRAL GROCERY Co., 150 Reade St.
CHELSEA LIVE POULTRY Co., 39 Loew Ave.
CHAS. COLLINS Co., 1 13th Ave.
COLONIAL BUTTER & EGG Co., Greenwich St.
GEORGE COOK, JR., 329 Washington St.
GEO. E. CUTLER, 331 Greenwich St.
CHARLES DEUTSCH, 319 Greenwich St.
DE WINTER & STEWART, Inc., 321 Washington St.
DROSTE & SNYDER, 177 Duane St.
DU MOND & FELTEN, Inc., 325 Washington St.
N. DURHAM & SONS, 313 Washington St.
LEWIS EBERT & SONS, 151 Reade St.
W. W. ELZEA, Inc., 327 Washington St.
THE ENGEL Co., 123 Barclay St.
ENYARD & GODLEY, Inc., 171 Duane St.
FARMERS COMMISSION HOUSE, 27 Harrison St.
FICKEN, COFFIN & Co., 168 Duane St.
SAMUEL FLECK & Co., Inc., 48 Bloomfield St.
JULIUS FLEISCHL, 514 Westchester Ave.
J. C. FORD & Co., Inc., 368 Greenwich St.
FOX RIVER BUTTER Co., 78 Hudson St.
I. FOX SONS, Inc., 194 Green Place.
SOL. FRANKEL, W. Washington Mkt.
GOTTFRIED-MARSHALL Co., 142½ Reade St.
A. GROSSMANN & Co., 153 Reade St.
GUDE BROS., KIEFFER Co., 21 Jay St.
H. HAGEN & Co., 81 N. Moore St.
HANCE BROS. Co., W. Washington Mkt.
W. H. HENNEBERGER, Inc., 329 Greenwich St.
JOSEPH J. HEROLD, 17 Harrison St.
GEORGE F. HINRICHS, Inc., 341 Washington St.
WM. J. HINRICHS, 423 W. 14th St.
HODUPP EVANS COMPANY, Inc., 7 Harrison St.
AD. HONIGSBERG & Co., 300 Greenwich St.
CHAS. B. HOVEY, W. Washington Mkt.
JEWELL BROS., W. Washington Mkt.

JEWELL KOENIG & Co., W. Washington Mkt.
T. W. JOHNSON, 361 Washington St.
HUGO JOSEPHY & SONS, 448 West 14th St.
KASSEL POULTRY Co., W. Washington Mkt.
J. J. KILCOYNE Co., Inc., 360 Washington St.
J. M. KLEIN, 448 W. 14th St.
KOSSAR & Co., W. Washington Mkt.
CHRISTIAN H. KOSTER, 863 Washington St.
KURTIN & KURTIN, 305 Greenwich St.
LAMBLY & ALPAUGH, 18 Harrison St.
LASS & COHEN, 450 W. 14th St.
GUSTAV F. LAWRENCE, 6 Harrison St.
GUS LUDWIG, 475 King Ave., City Island.
LEWIS MEARS Co., 127 Reade St.
W. H. MAPES, 176 Duane St.
THOS. J. MAY Co., 174 Duane St.
C. F. MCGUIRE, 13 Harrison St.
A. E. MCMULKIN, 201 Franklin St.
CHAS. P. MECABE & SON, 17 Jay St.
SAMUEL MIERFELD, 3 Harrison St.
ALEX MERSEL, 191 Duane St.
SAM NAGLE, W. Washington Market.
J. NARZISENFELD, 24-26 Harrison St.
J. NEUGEBOREN & SONS, 19 Harrison St.
JAS. N. NORRIS, W. Washington Mkt.
FRED D. OETJEN, 339 Washington St.
B. W. OTIS & Co., W. Washington Mkt.
A. PAUL, JR., & Co., West Washington Mkt.
WM. WALLIS PEARSON, 45 Grace St.
H. T. POND Co., 361 Washington St.
C. L. POOLE & Co., 15 Harrison St.
I. C. POPPER, 171 Duane St.
G. M. RITTENHOUSE & Co., 23 Jay St.
HARRY ROSENSTEIN, Inc., W. Washington Market.
M. ROTZ & Co., 185 Duane St.
THOS. H. ROULSTON, 101 Ninth St., Brooklyn.
SAAL BROTHERS, 181 Duane St.
CHESTER E. SAXTON Co., Inc., 11 Harrison St., N. Y. C.
C. SCHULTZ, Inc., 32 Jay St.
LOUIS J. SCHWAB, W. Washington Mkt.
NATHAN SCHWEITZER Co., 409 W. 14th St.
SECKEL & KIERNAN, 361 Greenwich St.
STEERS & MENKE, West Washington Mkt.
H. E. STOUT Co., 317 Washington St.
JOSEPH SULTAN, 148 Reade St.
B. TITMAN Co., 94 N. Moore St.
GEORGE TRACHTENBERG, 360 Greenwich St.
TRELEASE & UNDERHILL, 333 Greenwich St.
EDWARD M. VOSBURGH, 133 Reade St.
S. & W. WALDBAUM, 140 Reade St.
CHARLES WERNER, 35 Loew Ave.
SAMUEL WERNER, W. Washington Mkt.
WESTERN COMMISSION Co., West Washington Market.
D. W. WHITMORE & Co., 10 Harrison St.
WIESENFELD & OSHINSKY, 40 Harrison St.
J. W. WILLIAMS, W. Washington Mkt.
WRIGHT & WINSOR, 12 Harrison St.
ZENITH BUTTER & EGG Co., 170 Duane St.
ZIMMER & DUNKAK, 173 Duane St.

NORTH DAKOTA

BRIDGEMAN-RUSSELL Co., Grand Forks.
MANDAN CRY. & PRODUCE Co., Mandan.

OHIO

ATHENS POULTRY & PRODUCE Co., Athens.
BEMISDERFER Co., 31 E. Market St., Tiffin.
THE BROWNELL SONS Co., 123 E. Spring St., Columbus.
O. I. CLEVINGER, 198 Prospect St., Marion.
FOSTORIA CREAMERY Co., 404 S. Union St., Fostoria.
CHAS. C. FROMFIELD, 1101 E. Main St., Van Wert.
THE GRAY & WHITE Co., Tiffin.
GREENFIELD PACKING Co., Greenfield.
GRIFFIS PRODUCE Co., Delphos.
W. T. HARRIS & SON, Kenton.
WM. HERTEL, JR., Van Wert.
HICKSVILLE PRODUCE Co., Hicksville.
H. B. HOLE, Greenville.
J. J. KISSELL, Columbus Grove.
H. LITTLE & SONS, 434 S. Fifth St., Upper Sandusky.
MILLER BROS. Co., Fremont.
J. E. PARKER Co., Eaton.
J. E. ROADS, N. West St., Hillsboro.
STORER BROS. Co., Ada.
WHITE MOUNTAIN CREAMERY Co., New Bremen.

Cincinnati

FLATAW RILEY Co., 42 Walnut St.
GOYERT & VOGEL EGG & PTY. Co., 49 Walnut St.
JOHN V. KISKER & Co., 11 Main St.
A. F. KOLB, 134 W. Court St.
LETT & Co., 48 Walnut St.
THE PETERS POULTRY Co., 104 W. Court St.
DAVID RINDSBERG & Co., 38 Walnut St.
SIMMONS & NORRIS, 3-9 W. Water St.

Cleveland

THE BRANDT Co., Sheriff St. Market.
BROOKHART POULTRY Co., 754 Broadway.
THE BRUNDAGE Co., 606 Broadway.
THE CHAPMAN Co., 575 Broadway.
COTTAGE CREAMERY Co., 505 Woodland Ave.
THE A. R. DUNCAN, JR., Co.
FISHER BROS. Co., 2323 Lakeside Ave.
E. H. PUTT & SON POULTRY Co., Sheriff St. Market.
TELLING-BELLE VERNON Co., 7100 Clark Ave.

OKLAHOMA

H. BRADBURY, Shattuck.
CHICKASHA HIDE & PRODUCE Co., 205 S. Second St., Chickasha, Okla.
FARMERS' PRODUCE Co., Clinton, Okla.
GUTHRIE PRODUCE Co., Guthrie.
LIEBERMAN PRODUCE Co., 315 E. Grand, Oklahoma City.
MADILL PRODUCE Co., Madill.
MCCOY PRODUCE Co., Westville.
J. M. PATTON, c/o Lawton Poultry Co., Lawton.
W. D. WRIGHT PRODUCE Co., Oklahoma City.

PENNSYLVANIA

W. J. CRAIG, 1716 Penn Ave. Pittsburgh.
 EGERMANN COMMISSION Co., 2123 Penn Ave., Pittsburgh.
 FISHER BROS. Co., 1130 Franklin St., N. S., Pittsburgh, Pa.
 IRON CITY PRODUCE Co., INC., 56-60 Twenty-first St., Pittsburgh.
 CLARENCE C. LEE, 726 Tenth St., Oakmont.
 A. B. MARCUS, 48 Eighteenth St., Pittsburgh.
 G. A. SAMUELS, 109 Water St., Pittsburgh.
 DAVID SPRUKS Co., Spruce and Franklin, Scranton.
 TAYLOR FOOD PRODUCTS Co., New Castle.
 TECH FOOD PRODUCTS Co., Wainwright Cold Storage, 3340 Liberty St., Pittsburgh.

Philadelphia

HAROLD R. AIKEN, 128 N. Delaware Ave.
 ALMAR STORES Co., 919 N. Front St.
 THE AMERICAN STORES Co., 412 Noble St.
 BEYER & Co., INC., 235 Callowhill St.
 BICKEL & MILLER, 322 S. Front St.
 A. F. BICKLEY & SON, 520 N. Second St.
 R. A. BOWERS Co., 9-11 N. Water St.
 P. F. BROWN & Co., 43 S. Front St.
 S. WALTER BROWN, 33 S. Front St.
 CHABROW BROS., S. E. Cor. 3rd and Locust Sts.
 CRAWFORD & LEHMAN, 33, 35 S. Water St.
 SAMUEL S. DANIELS, Sec'y, Philadelphia Pro. Exch., Philadelphia, Pa.
 C. M. DRAKE & Co., 19 S. Water St.
 EDSON BROS., 110-112 Dock St.
 T. T. ELLIS & SON, 24-26 S. Water St.
 J. G. HALDEMAN & BRO., 2918 Market St.
 A. R. HEISEY, Second and Callowhill Sts.
 C. G. HEYD & Co., 25 S. Water St.
 JOHN J. HITSCHLER & SON, 1221 South St.
 JOHN JAMISON Co., 3 and 5 South Water St.
 JOHN J. McDONALD Co., 13 S. Water St.
 NATHAN L. MEDWEDEFF, 33 S. Front St.
 J. M. MORRIS Co., 202 S. Second St.
 JOHN S. MORRIS & Co., 27 S. Water St.
 NICE & SCHREIBER Co., 11 S. Water St.
 PARSONS & BRO., 224 Callowhill St.
 GEO. RICE & Co., 409 New Market St.
 RISSER & RABINOWITZ, 101 Pine St.
 J. K. SHULTZ & Co., 36 S. Water St.
 P. E. SHARPLESS Co., 813 N. 11th St.
 SHEAFFER & MARVEL, 106 N. Delaware Ave.
 WM. SMITH Co., 14 S. Water St.
 E. S. STACKHOUSE & Co., 17 S. Water St.
 A. WACHS, 44 S. Water St.
 M. WILDSTEIN, 631 N. Second St.
 J. P. WILSON, 116 Dock St.

RHODE ISLAND

W. W. ALDRICH, Providence.
 COOPER & Sisson, Box 1176, Providence.
 F. W. WHIPPLE & Co., 99 Canal St., Providence.

SOUTH DAKOTA

W. H. BUCK & Co., Madison.
 MITCHELL PRODUCE Co., Mitchell.
 SALEM PRODUCE Co., Salem.
 THOMAS & HOARD, Centerville.

TENNESSEE

GEO. M. BROOKS, Martin.
 R. C. GILES, Fourth and First Nat. Bank Bldg., Nashville.

MORRISTOWN PRODUCE & ICE Co., Morristown.
 NAIVE-SPILLERS Co., 905 Harrison St., Nashville.
 L. RAUCH & Co., 88 S. Front St., Memphis.
 CHAS. C. SULLIVAN, 58 N. Front St., Memphis.
 A. B. WINFORD, Lewisburg.

TEXAS

BEN ABLOH, Dallas.
 J. O. BOETTCHER, Weimar.
 CENTRAL PROD. Co., Inc., Temple.
 A. J. COMMONS PRODUCE Co., McKinney.
 CRESCENT PRODUCE Co., 1006 W. Commerce St., San Antonio.
 FORT WORTH PLTY. & EGG Co., 1607 Commerce St., Fort Worth.
 G. P. FOSTER & Co., Denison, Texas.
 A. A. HACKER & Co., Brenham.
 MAYHEW PRODUCE Co., Brady.
 MERCHANTS PRODUCE Co., 314 Mary St., Waco.
 MISTLETOE CREAMERIES, Fort Worth.
 NEW YORK BUYERS' ASSN., San Antonio.
 NOLEN PRODUCE Co., Hallettsville, Tex.
 THE PETER Co., 401 Washington Ave., Houston, Texas.
 WM. SCHMIDT, 315 E. First St., Fort Worth.
 STAHL BROS., Gonzales.
 TEXAS CREAMERY Co., Houston.
 A. B. WALKER & SON, Corsicana.
 H. F. WEHMEYER, 14 First St., Brenham.

VIRGINIA

BRASLEY & BOON Co., P. O. Box 146, Roanoke.
 CITY PRODUCE EXCHANGE, 56 W. Gay St., Harrisonburg.
 THOS. M. COMBITHS, Pulaski.
 CROCKER & BLUFORD, Box 117, Norfolk.
 CULPEPER PRODUCE Co., P. O. Box 72 Culpeper.
 R. M. EASTWOOD & Co., Norfolk.
 WM. F. GRAVINS & Co., 23 S. 13th St., Richmond.
 F. H. HOBBS Co., 77 Roanoke Ave., Norfolk.
 WADE MASTERS & Co., Lexington.
 SCOTT BUTTER & PROVISION Co., 208 Water St., Norfolk.
 SIGOURNEY & FARDON, INC., Richmond.
 WRENN PRODUCE Co., Edinburg.

VERMONT

C. A. MENTZER, North Williston.

WISCONSIN

CARNATION MILK PDS. Co., Oconomowoc.
 H. C. CHRISTIANS Co., Johnson Creek.
 DAVIS BROS. CHEESE Co., Plymouth.
 HAWLEY COMMISSION Co., La Crosse.
 J. B. LUDDEN, Bloomington.
 MAZO POULTRY & EGG Co., Mazomanie.
 MILLER-ROSE Co., La Crosse.
 S. MILLER COLD STORAGE Co., Marshfield.
 NORTHERN WIS. PRODUCE Co., Manitowish.
 PAULY & PAULY CHEESE Co., Manitowoc.

Milwaukee

DURBROW COMMISSION Co., 382 Fifth St.
 FIERRANTZ & BENZ, 394 Fifth St.
 HASSMANN & MUELLER, 293 Third St.
 GEO. C. MANSFIELD Co.
 MARTIN H. MEYER, 888 44th St.

AFFILIATED INTERESTS

ARKANSAS POULTRY & EGG DEALERS' ASSN., M. L. Price, Secy., Fayetteville, Ark.
 BOSTON FRUIT & PRODUCE EXCHANGE, Alton E. Briggs, Ex. Secy., Faneuil Hall Market, Boston, Mass.
 CANADIAN PROD. ASSN., James T. Madden, Secretary, 90 Colborne St., Toronto, Can.
 DETROIT BUTTER & EGG BOARD, John Huettnerman, Secy., 2040 Howard St., Detroit, Mich.
 THE CHICAGO MERCANTILE EXCHANGE, S. Edward Davis, Ex. Secy., 136 W. Lake St., Chicago, Ill.
 FULTON MARKET WHOLESALE MEAT & COM. MERCHANTS' ASSN., 918 Fulton St., Chicago, Ill.
 ILLINOIS POULTRY & EGG SHIPPERS' ASSN., H. B. Patton, Secy.-Treas., Bloomington, Ill.
 IOWA WHOLESALE EGG, BUTTER & POULTRY DEALERS ASSN., M. A. Hagensick, Secy., Des Moines, Iowa, P. O. Box 906.
 MINNESOTA EGG, BUTTER & POULTRY ASSN., F. C. Marpe, Secy., Albert Lea, Minn.
 MISSOURI EGG & POULTRY SHIPPERS' ASSN., S. J. Hurst, Secy., 515 Grand Ave., Kansas City, Mo.
 NEW YORK MERCANTILE EXCHANGE, COR. Hudson and Harrison Sts., New York, N. Y.
 OHIO BUTTER, EGG & POULTRY ASSOCIATION, F. S. Jacoby, Secy., 422 Glen Echo Court, Columbus, Ohio.
 OKLAHOMA POULTRY & EGG ASSOCIATION, Carl D. Rice, Secy., Enid, Okla.
 PACIFIC EGG PRODUCERS, 700 Front St., San Francisco, Cal.
 PITTSBURGH BUTTER & EGG EXCHANGE, 708 Wabash Bldg., Pittsburgh, Pa.
 SAN FRANCISCO WHLS. DAIRY PRO. EXCHANGE, 252 Clay St., San Francisco, Cal.
 SOUTHERN POULTRY & EGG SHIPPERS' ASSN., L. G. Smith, Secy., Shelbyville, Ky.
 TEXAS BUTTER, EGG & POULTRY ASSN., J. O. Boettcher, Secy., Weimar, Texas.

BANKS

BANK OF AMERICA, 44 Wall St., New York City.
 FIDELITY TRUST Co., Chambers & W. Broadway, New York, N. Y.
 THE FIRST NATIONAL BANK OF CHICAGO, Chicago, Ill.
 IRVING NATIONAL BANK, New York, N. Y., Woolworth Bldg.
 NATIONAL BANK OF COMMERCE, Ashland Block, Chicago, Ill.
 UNITED STATE BANK OF St. Louis, Washington Ave. & 4th St., St. Louis, Mo.
 WEBSTER & ATLAS NATIONAL BANK OF BOSTON, 199 Washington St., Boston, Mass.

COLD STORAGE

G. D. ALLMAN, Gen'l Mgr., U. S. Cold Storage Co., 2101 Pershing Road, Chicago, Ill.
 BECK'S COLD STORAGE, 461 N. Division St., Buffalo, N. Y.
 BINGHAMTON COLD STORAGE Co., 282 Water St., Binghamton, N. Y.
 BOOTH COLD STORAGE, 121 W. Kinzie St., Chicago, Ill.
 BOSTON TERMINAL REFG. Co., 178 Atlantic Ave., Boston, Mass.
 BRONX REF. Co., 520 Westchester Ave., New York, N. Y.

BUFFALO COLD STORAGE Co., Buffalo, N. Y.
 CALUMET REFRIGERATING Co., 337 Alexander St., Chicago, Ill.
 CENTRAL CITY COLD STGE. Co., 1001 Burnett Ave., Syracuse, N. Y.
 CENTRAL COLD STORAGE Co., Kinzie and Dearborn Sts., Chicago, Ill.
 CHEMUNG COLD STORAGE Co., 735 Baldwin St., Elmira, N. Y.
 CHICAGO COLD STGE. WAREHOUSE Co., 1526 S. State St., Chicago, Ill.
 GEO. J. COOKE Co., 30 N. Green St., Chicago, Ill.
 DETROIT REFRIGERATING Co., 2036 Howard Ave., Detroit, Mich.
 EASTERN STATES REF. Co., Springfield, Mass.
 EBNER ICE & COLD STGE. Co., Vincennes, Ind.
 FEDERAL COLD STGE. Co., 1800 N. Broadway, St. Louis, Mo.
 FRANK FEHR COLD STORAGE Co., Logan and Lampton Sts., Louisville, Ky.
 FULTON MARKET COLD STORAGE Co., 1000 W. Fulton St., Chicago, Ill.
 HYGELA REFG. Co., Elmira, N. Y.
 INDIANA REFG. Co., Indianapolis, Ind.
 INDUSTRIAL COLD STORAGE & WHSE. Co., Philadelphia, Pa.
 KANSAS CITY COLD STGE. & WHSE. Co., 500 E. Third St., Kansas City, Mo.
 KANSAS ICE & STG. Co., Salina, Kansas.
 KENT STORAGE Co., Grand Rapids, Mich.
 LACKAWANNA COLD STORAGE Co., 706 Wyoming Ave., Scranton, Pa.
 LAKE SHORE COLD STORAGE Co., 536 E. 27th St., Chicago, Ill.
 MERCHANTS REF. Co., 161 Chambers St., New York, N. Y.
 MONARCH REFRIGERATING Co., 40 E. Austin Ave., Chicago, Ill.
 S. MILLER COLD STG. Co., Marshfield, Wis.
 NATIONAL COLD STGE. Co., Brooklyn, N. Y.
 NEW JERSEY REFG. Co., 173 Ninth St., Jersey City, N. J.
 NINTH STREET TERMINAL WHSE. Co., 1220 W. Ninth St., Cleveland, Ohio.
 NORTH AMERICAN COLD STORAGE Co., 345 N. Canal St., Chicago, Ill.
 NORTHERN COLD STORAGE & WAREHOUSE Co., Duluth, Minn.
 OMAHA COLD STORAGE Co., Omaha, Neb.
 PHILADELPHIA WAREHOUSING & C. S. Co., Philadelphia, Pa.
 PITTSBURGH TERMINAL WAREHOUSE & TRF. Co., Pittsburgh, Pa.
 POWER CITY COLD STG. & PRO. Co., Sioux Falls, S. Dak.
 PRODUCERS COLD STORAGE Co., 1439 N. Sixth St., St. Louis, Mo.
 PRODUCERS COLD STORAGE Co., St. Joseph, Mo.
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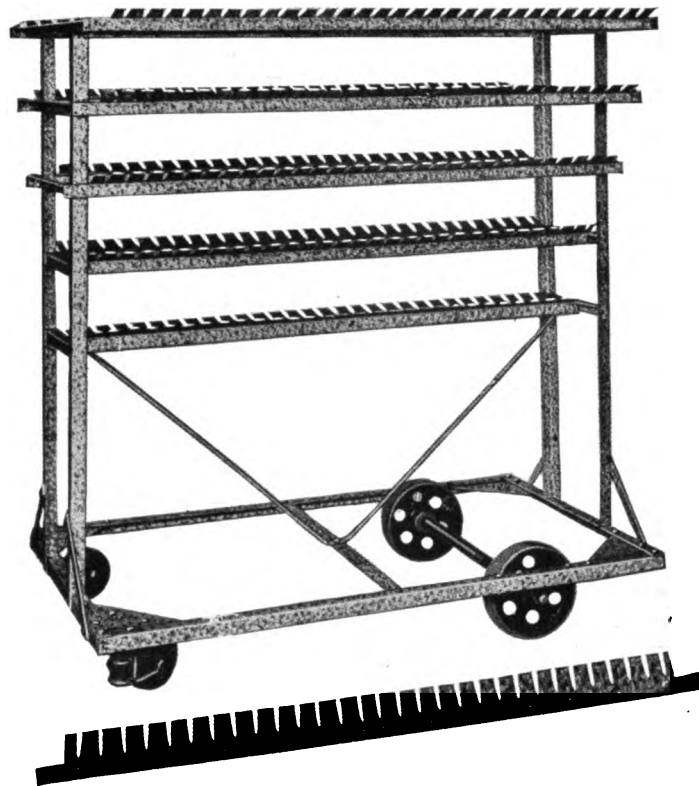
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The Century Steel Cooling Rack

Is a Decidedly Different Rack



Capacity 150 head—Shipped knocked down—Extra hangers at a small cost

No Wire "Fingers" to Break

Our slotted, one-piece steel hanging bars do away with the breakage and repair bills so frequent in the ordinary racks equipped with wire "fingers."

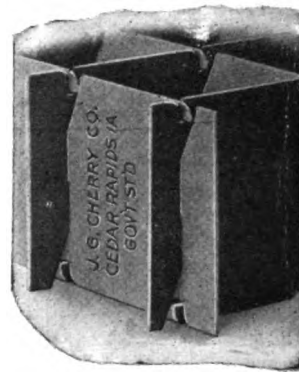
The slotted bars on the Century are constructed along tapering lines, which gives them a secure hold on any size bird, from broilers to turkeys.

Oliver L. Arming

216 W. So. Water Street
CHICAGO

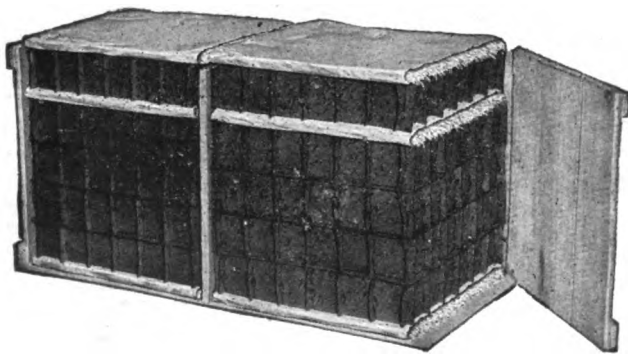
Responsibility

Claim Departments of railroads and express companies now, very properly, demand that the shipper be able to show that he exercised due care in packing shipments upon which claims are filed.



The carriers also, very justly demand a *higher rate* on egg shipments which are not properly packed. Shippers who protect themselves by packing with

“CHERRY” Double-Lock Fillers



In Standard Cases properly nailed, using excelsior pads in such a way as to hold the contents securely, will enjoy every advantage, in minimum rates and in prompt adjudication of claims.

Every “Cherry” Filler is plainly branded

The excellence of these patented hard-calendered Fillers is universally recognized by the carriers. Shippers with keen business judgment no longer attempt to “save money” on their Fillers or methods of packing. Send for Sample Filler.

J.G. CHERRY COMPANY
CEDAR RAPIDS IOWA
St. Paul, Minn. Tama,  Iowa. Peoria, Ill.

The NATIONAL POULTRY · BUTTER · & · EGG · BULLETIN

SEPTEMBER

Volume 7



1923

Number 12

1923

OCTOBER

1923

@
SF1
N2
DP

	Mon.	Tues.			
			<i>Just Two Days in</i>		
	8	9	<i>October</i>		
			HOTEL		
					
	Sherman			Chicago	

"SEE YOU IN CHICAGO"

WHY?

Order Poultry Boxes Now

BECAUSE:

Prices are lowest at this time of the year. Every season there are advances as the rush comes on.

Orders can be turned out more promptly and better than when mills are crowded with work.

Shipments are moving good. When the crop movement starts cars are hard to obtain and movement slow. The boxes will be on hand when needed.

WHY?

Order from ARMINGER

BECAUSE:

MODERATE PRICES

HIGHEST QUALITY

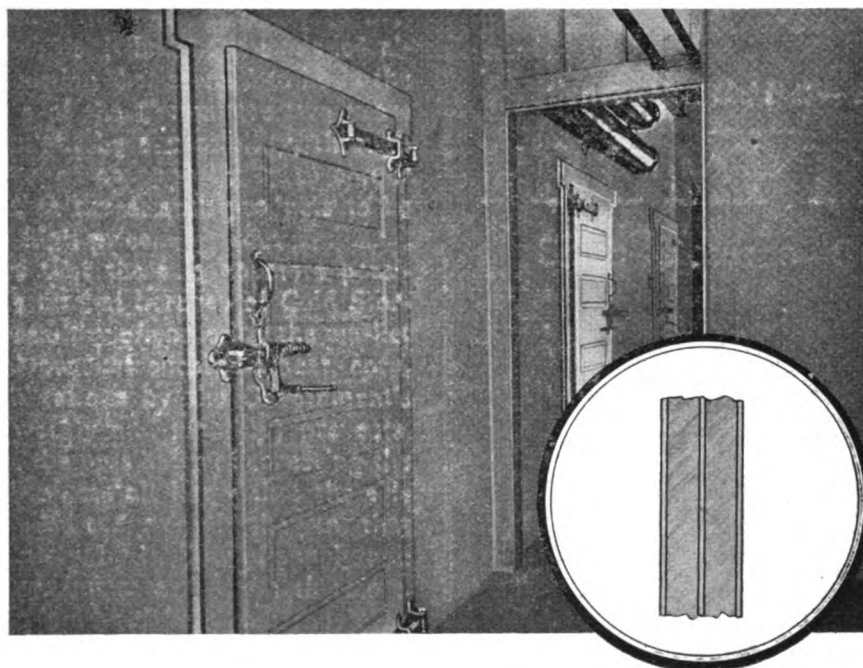
PROMPT SERVICE

—ALSO—

BE SURE TO LET US FURNISH YOUR
PARCHMENT REQUIREMENTS



216 W. So. Water Street
CHICAGO



*Four-inch self-supporting wall of Nonpareil Corkboard.
Ackley Creamery Company,
Ackley, Iowa.*

Walls of Cork

IN addition to its superior insulating value, one of the features of Nonpareil Corkboard is its structural strength. Walls are built of it with no supports except at the doors—a decided economy in both space and cost.

In the butter, cream and ice cream rooms shown above, part of the walls are of this type, the front wall and partitions being two layers of Nonpareil Corkboard, plastered on both sides.

Nonpareil Corkboard can be used safely for self-sustaining walls because it is made from carefully screened granules of clean cork, properly baked; it is compact and uniformly strong. Its edges and corners are straight and square and make close, tight joints. With ordinary ceiling heights there is no need to put up supporting walls. For maximum insulation in minimum space, build self-sustaining walls of Nonpareil Corkboard.

*Full information furnished on request.
Ask for copy of the 36-page book,
"Small Cold Storage Rooms"*

ARMSTRONG CORK & INSULATION COMPANY

155 Twenty-fourth Street

Pittsburgh, Pa.

Also manufacturers of Nonpareil Cork Covering for brine and ammonia lines, coolers, tanks and cold surfaces generally; Nonpareil High Pressure Covering for steam lines, feed water heaters, boilers, etc.; Nonpareil Insulating Brick for boiler settings, furnaces, ovens, etc.; Nonpareil Cork Machinery Isolation for noisy machines, and Linotile and Armstrong's Cork Tile for floors in offices, residences, etc.

Nonpareil Corkboard Insulation

For Butter and Cream Storage Rooms



The Buyer's Page



Fewer Parts, Less Work, More Flexibility, with this New No. 5 American Butter Cutting Machine

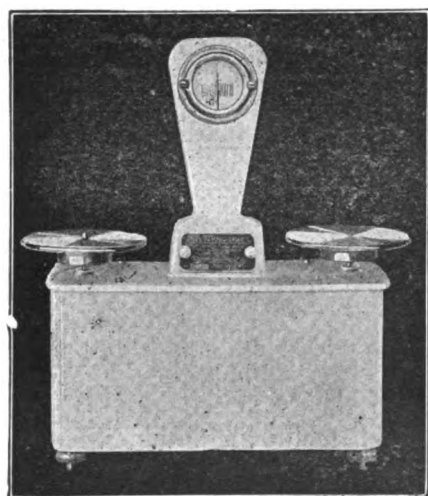
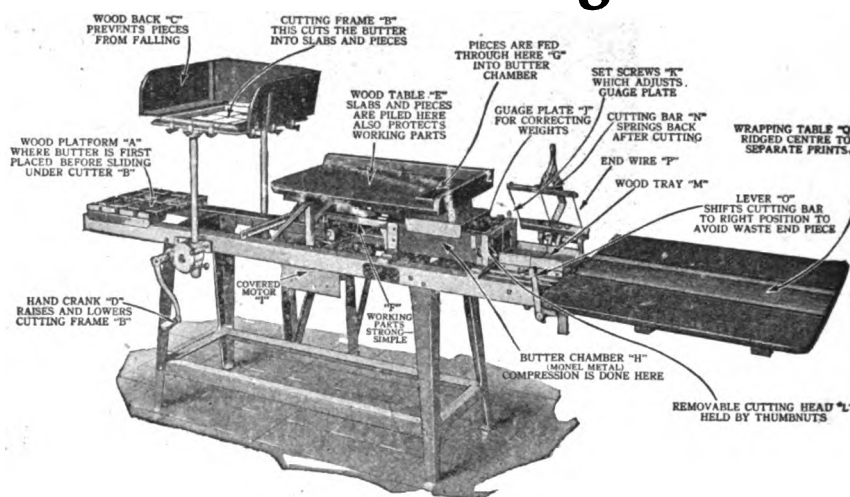
THIS machine is a single unit, on one base, very simple in construction, with fewest possible working parts. Only one large slow working gear is required to operate the eccentric which drives the piston.

There is no cover to lift up and down, no starting lever. The piston is traveling back and forth continuously in the butter chamber, running through two prints with every stroke—20 strokes per minute.

This machine turns out clean-cut prints of accurate weight. The change from $\frac{1}{4}$ lb. to $\frac{1}{2}$ lb. or 1 lb. prints is made instantly without changing a wire, by means of different cutting heads which may be quickly clamped upon the mouth of the butter chamber. A shifting arrangement of the cutting bar enables operator to practically eliminate the necessity for throwing butter back into machine.

Operator needs to move only a step in his work — a great saver of labor.

Write for complete information and prices.



S50 Mojonner Oil Immersed Butter Print Scale
Manufactured under G. L. Rushton Pat. Jan. 9, 1917

Mojonner Oil Immersed Butter Print Scales

THIS scale is designed especially for the weighing of butter prints, lard prints, or any other product that requires the net weight to be known, or specified upon the label.

All working parts are immersed in oil, thus preventing corrosion and wear of the bearings. It is unaffected by salt water or by the damp conditions usually encountered in creameries or other dairy plants. The scale case is beautifully finished in white vitrified porcelain enamel on cast semi-steel. The scale pans are made of the lustrous and non-corrosive "Milk Metal."

The scale is sensitive to less than 1-64 ounce, and it gives accurate results. It is the most accurate butter print scale on the market today. With butter at its present high price, each $\frac{1}{8}$ ounce is worth $\frac{1}{2}$ c per print—5,000 prints per day, loss of \$25.00 per day.

It works very rapidly, insuring maximum results upon the part of the operator.

You can run no risk in ordering. The scale carries the strong guarantee of the manufacturers. Wearing parts replaceable at low cost.

Specifications—Table space, 6x15 in. Height to top of pan, 8 $\frac{3}{4}$ in. Height over all, 17 in. Pan diameter, 4 $\frac{3}{4}$ in. Additional weights furnished at extra cost. Shipping weight with oil, about 50 pounds.

Brass Weights, extra—

No. S10C— $\frac{1}{2}$ ounce, each	.....\$ .65
No. S10B—1 ounce, each	......70
No. S10A—2 ounce, each	......90
No. S10—4 ounce, each	.....1.00

No. S 9 — 8 ounce, each	.....\$1.25
No. S 8 — 1 lb., each	.....1.75
No. S 8A—2 lb., each	.....3.15

Mojonner Oil Immersed Butter Print Scales, including two 4-oz., one 8-oz., one 1-lb. brass nickel plated weights and oil, all complete.....**\$75.00**

Twin City Branch—2490-2494 University Avenue, St. Paul, Minn.

A. H. Barber-Goodhue Company

300 W. Austin Ave., Chicago, U. S. A.

See our display at the National Convention, Chicago, Room 101

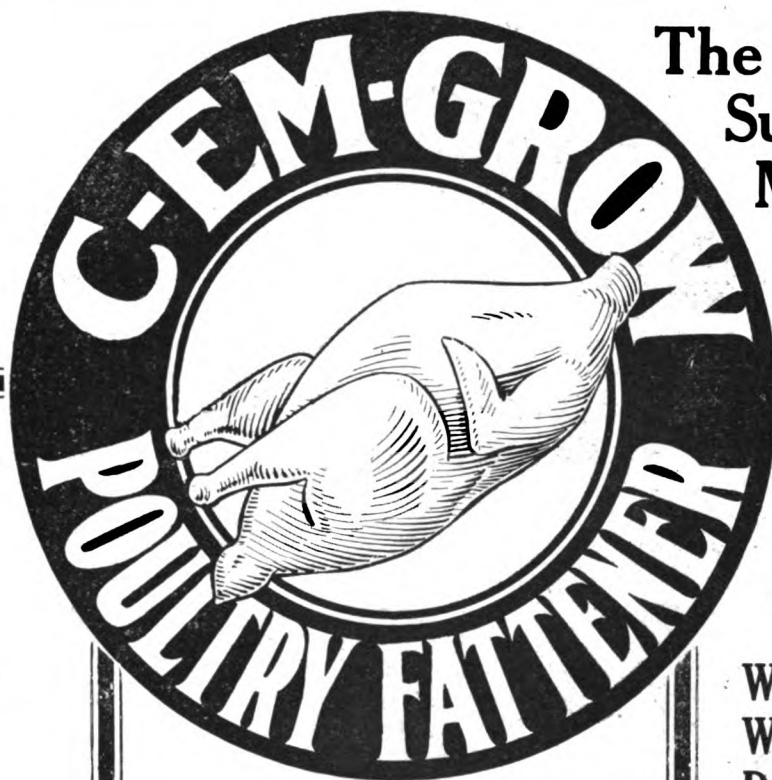
A. H. Barber-Goodhue Co.
Gentlemen—Please send us complete information and prices on

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Name.....
Address.....

MAKE SURE GAINS!

Just Like
Pfeiffer Sales Co.
or
Fear-Campbell Co.
and scores
of others

The New
Super-
Mash



*Formulated
and
Perfected
by Actual
Live Car
Feeders!*

CONTAINS:

Rolled Oats	Flour
White Corn Meal	Middlings
Extrafine Ground Oats	Red Dog Flour
Corn Germ Meal	Peanut Oil Meal
Soya Bean Meal	Bone Meal
Beef Scraps	Calcium Carbonate
	Salt

GUARANTEED ANALYSIS:

Protein . . .	15%
Fibre . . .	4%
Fat . . .	5%
Carbo . . .	50%

*The REAL
Flesh Builder*

With or
Without
Dried
Butter-
milk

We have just completed new tests that prove without question that—

- 1—C-EM-GROW will show better colored flesh at fourth day of feeding.
- 2—C-EM-GROW will produce weight quicker than any feed we know of.
- 3—C-EM-GROW is perfect in balance and shows minimum droppings.
- 4—When fed properly the birds will eagerly clean up all you feed them.
- 5—C-EM-GROW on actual test has produced weight with greater condition of flock and less death loss from any other source.

Wire or write for Trial Order and Free Samples, TODAY

Manufactured Exclusively by

J. J. BADENOCH CO.

400 N. Union Avenue : CHICAGO



Get 'Em to Market *in the* Choicest Condition

THE GREATEST DEVELOPMENT in fattening and live car shipping rations in the history of the poultry industry is

FUL-O-PEP FATTENING FEED

It is the result of years of most careful, scientific study and practical commercial feeding.

Carload shippers and crate fatteners will find Ful-O-Pep Fattening Feed gives them greater and more economical gains and gets their birds to market in the choicest condition. Ful-O-Pep Fattening Feed distributes fat evenly—makes smooth, firm flesh and a perfect bleach.

Ful-O-Pep Fattening Feed absorbs an unusual amount of buttermilk or water quickly—can be fed within 15 to 30 minutes after mixing which insures a fresh, unfermented, appetizing ration.

Write us for free sample and further facts.

INGREDIENTS

Rolled Hulled Oats	Corn Germ Meal
Oatmeal	Ground White Corn
Low-grade Wheat Flour	Linseed Meal
Bran	Ground Puffed Rice
Middlings	Bone Meal

ANALYSIS

	Per Cent
Protein	15
Fat	5
Carbohydrates (Nitrogen free Extract)	60
Fiber (not to exceed)	5

The Quaker Oats Company

Poultry Service Dept.
Address:
1635 Ry. Ex. Build.,
Chicago, U. S. A.



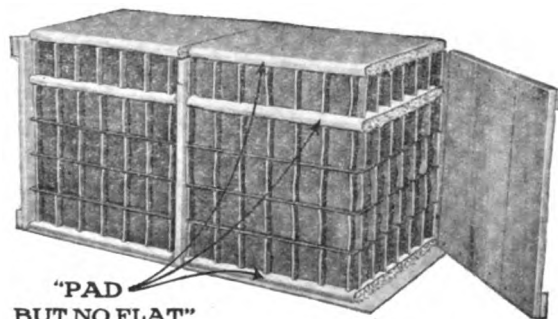
EXCELSIOR EGG CASE PADS

No Longer An Experiment

Improved Excelsior Egg Case Pads have now become as staple an article in egg packing as a set of new Standard Honeycomb Fillers or new Standard Egg Cases.

CARRIERS APPROVE

The railroad and express companies are now advocating a general use of Excelsior Pads, as their observations during the past season have convinced them that breakage can be practically eliminated through this method of packing.



PROPER USE

The results of the past season prove that when Pads are used, **six to the case**, as shown in above cut, breakage can be reduced to a minimum heretofore thought impossible. The saving of one egg covers the cost of the two additional pads under the top tiers and is the cheapest insurance against breakage you can buy.

IMPORTANT

The manufacturers' name and address should appear on each pad. All pads manufactured by us bear the following "trademark" and assure you of standard construction:



EXCELSIOR WRAPPER CO.

Grand Rapids, Mich.
Sheboygan, Wis.

Manufacturers

Chicago Office:
224 W. Kinzie Street

-Economical

Q WONDERFAT

Station feed for milk feeders

Shipping feed for live shippers

Q YOUR feed — *vitalized*

Q Address —

WONDERFAT Poultry Feed Dept.

Produce Exchange Building,

Kansas City, Missouri

WONDERFAT



NOTICE OF ANNUAL MEETING

Secretary Heilman's Official Call for the Seventeenth Annual Meeting

By virtue of the by-laws of the National Poultry, Butter and Egg Association and in compliance therewith, I hereby notify all members that the Seventeenth Annual Meeting of said Association will be held at Hotel Sherman, Chicago, on Monday, October 8, and Tuesday, October 9, 1923, for the transaction of such business as may come before it.

I hereby give further notice that the first session of said meeting will be called to order promptly at 12 o'clock noon (Chicago time), on Monday, October 8, 1923.

Dated at Chicago, Illinois, this Fifth Day of September, A. D. 1923.

Frank Heilman,

Secretary,

(SEAL)

National Poultry, Butter and Egg Association.



“—now stronger believers than ever before in **Cholerine**”

HULEN-TOOPS COMPANY
Incorporated
Wholesale Produce
Poultry, Egg Packers, Hides,
Feathers, Etc.
HORSE CAVE, KY.
July 20, 1923.

Gentlemen:

We have been using CHOLERINE for several years with good results. In fact, we don't think we could get along without it. In a test just completed at our plant with CHOLERINE we made 41.3 per cent gain on Broilers. Average weight 1.9 pounds, 11 days feed.

We are now stronger believers in CHOLERINE than ever before.

HULEN-TOOPS CO.,

(Signed) Per S. L. Duncan, Mgr.

WADLEY CO.
Mattoon, Ill.
13.68 per cent gain on hens
(5 days)

COLUMBIA PRODUCE CO.
Columbia, Tenn.
60 per cent gain on broilers

CAPPEL-GIRRARD CO.
Peoria, Ill.
35.5 per cent gain, springs
(9 days)

DAVIDSON BROS.
Glasgow, Ky.
44.8 per cent gain (10 days feed)

Letters and detailed tests on file show that CHOLERINE has proved a profitable investment for the companies named at the left.

IT is natural that the Hulen-Toops Company should be enthusiastic about CHOLERINE. A gain of 41.3 per cent on broilers talks in terms of bigger profits; and that is what we are all after.

Hulen-Toops is just one of the scores of successful feeders that depend on this unusual poultry tonic. They use it to build up weight and to keep disease out of the

feeding stations. Shippers use it liberally with feed and water on shipping cars and add extra poundage there.

Follow the example of the outstanding feeders and shippers, and send for a trial sample of CHOLERINE. A test will show you that CHOLERINE pays for itself over and over and leaves a handsome profit.

Germo Manufacturing Company

MAKERS OF GERMO MAGIC LICE
KILLER AND GERMO CARBOLINE

Germo Building

St. Louis, U. S. A.

PRESIDENT PFEIFFER EXTENDS INVITATION

*To Members and Their Ladies to Attend the Seventeenth
Annual Convention to Be Held at Hotel
Sherman, Chicago*

I hereby extend a personal and very cordial invitation to all members of the National Poultry, Butter and Egg Association, and their ladies, to attend the Seventeenth Annual Convention of the Association to be held at Hotel Sherman, Chicago, on Monday, October 8, and Tuesday, October 9, 1923.

I urge the members to lay aside their everyday business perplexities for these two days, come to Chicago, enjoy a holiday, mix business with pleasure, and give to the industry of which they are a part, something in return for that which the industry, through the Association, has given them.

To the ladies I give my personal assurance that they will be well cared for and entertained in a manner befitting the occasion.

Yours sincerely,



President,

National Poultry, Butter and Egg Association.

Logansport, Indiana, September 7, 1923.



"The Chicago Mercantile Exchange offers the most desirable place in which to market butter and eggs * * * the broadest market, an open market, and a stabilizing or regulating market. Have every car routed to Chicago and inspected here. The goods can then be sold to better advantage anywhere in the United States."

Another Booklet for the Butter and Egg Trade

"Chicago—The Central Market for Butter and Eggs," another booklet in the series recently announced by the Chicago Mercantile Exchange, is now off the press.

It is for free distribution among those who are interested in the butter and egg business. If you have not received it, a copy will be sent you on request to S. Edward Davis, Business Manager, of the Chicago Mercantile Exchange.

Our basic intention of helping "to bring about a better understanding of the butter and egg industry, from production to distribution," is further carried out in this latest treatment of our common

problem from the standpoint of marketing.

Chicago's immense transportation facilities—its location in the heart of the world's richest agricultural area—its importance as a world-wide primary center of distribution—and the splendid equipment of the Chicago Mercantile Exchange for taking advantage of these favorable conditions—are treated in an interesting manner.

These booklets—of which there will be four more—are published in the hope that the industry may be placed upon an even firmer foundation than it is today, and lifted to an increasingly higher level.

Chicago Mercantile Exchange

La Salle Street at Lake Street

Chicago

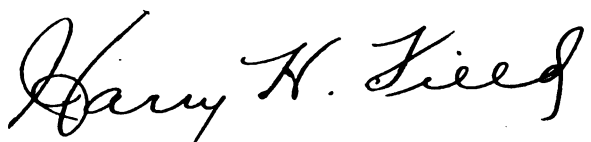
CHICAGO TRADE EXTENDS GENERAL INVITATION

*To Those Engaged in the Poultry, Butter, Egg and Cheese
Business in the United States of America and its
Possessions, in Cuba, and in Canada*

On behalf of the Poultry, Butter, Egg and Cheese Trade of the City of Chicago, I extend to all merchants and brokers engaged in the same lines of business, no matter where located, a very cordial invitation to attend the Seventeenth Annual Convention of the National Poultry, Butter and Egg Association, to be held at Hotel Sherman, Chicago, on October 8 and 9, 1923.

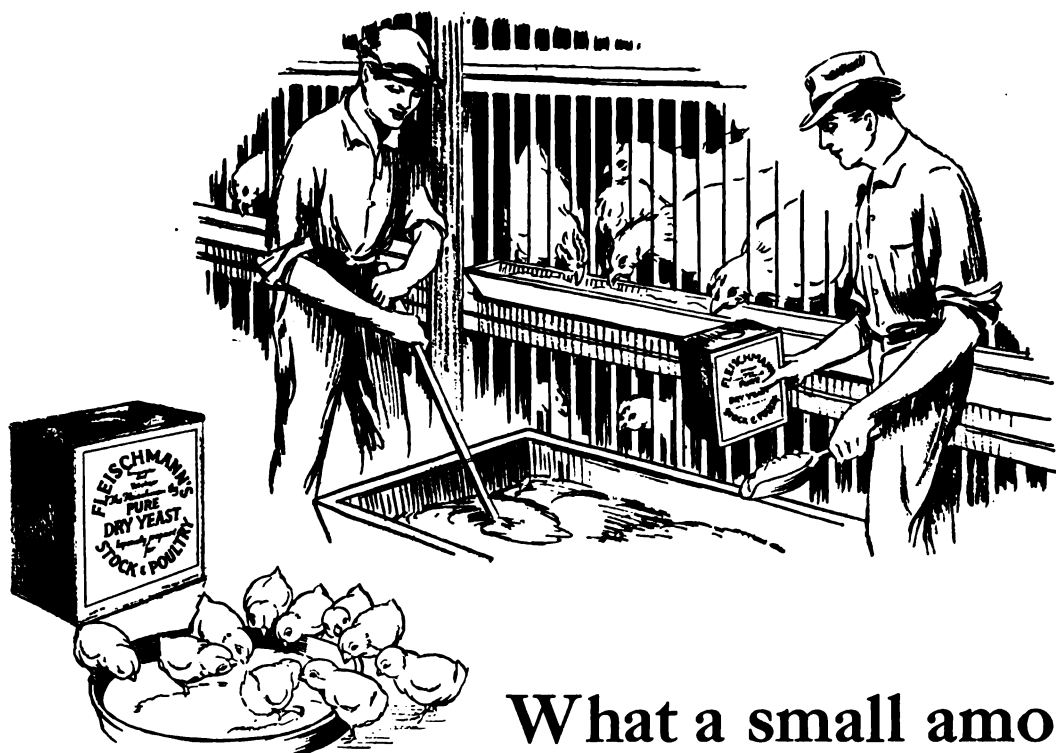
Those who are members of the great 'National' Association already know of the hospitality of the Chicago trade—they will throw aside everything to partake of it. To those who are not members of the 'National', I bid them welcome.

Very sincerely,



General Chairman,

*Chicago Convention Committees of the
National Poultry, Butter and Egg Association.*



What a small amount of FLEISCHMANN'S PURE DRY YEAST will do added to your regular ration

If your fowls could be made to assimilate more feed, and so take on weight more rapidly, without "going off-feed"—then your profits would jump accordingly.

Now it is possible, by adding a small amount of Fleischmann's Pure Dry Yeast to the regular ration, to give the feed a better flavor, increase the appetite of your fowls, and add to their weight at amazing speed.

Mixed with the feed and allowed to remain in it from one feeding time to the next, Fleischmann's Pure Dry Yeast ferments the feed and predigests the proteins (the flesh-building elements).

Its action is similar to the predigesting process that goes on naturally in the crop. Fleischmann's Pure Dry Yeast, by doing part of the work of digestion, makes it easier for the bird to assimilate food. Appetite returns more quickly after feeding. The birds eat more. Quicker gains result—and greater profits for you.

Fleischmann's Pure Dry Yeast come in 2½ lb. cans, delivered. We pay postage or express.

Use one can to ferment every 1000 lbs. of feed. A 10-can case costing \$19.50 is sufficient for 5 tons of feed. Order a case today.

Caution: Do not be misled by imitations. Fleischmann's Pure Dry Yeast is *all* yeast—yeast in its most concentrated form. It contains no corn meal or other fillers. To be sure of results order Fleischmann's Pure Dry Yeast from any of our branch offices listed below.

FLEISCHMANN'S PURE DRY YEAST

PRICES

1 to 10 cans \$2.00 per can
10 to 20 cans 1.95 per can
20 to 40 cans 1.90 per can
Over 40 cans 1.80 per can

(Add 50c per can if in Canada. Other countries, prices on request.)

Any number of cans delivered direct to you, transportation charges prepaid.

Order direct from The Fleischmann Company's Branch Office in any of the following cities:

New York, Brooklyn, Chicago, San Francisco, Seattle, Hartford, Conn., Portland, Me., Buffalo, Albany, Philadelphia, Pittsburgh, Baltimore, Boston, Birmingham, Cincinnati, Cleveland, Columbus, O., Dallas, St. Louis, Detroit, St. Paul, Newark, N. J., Toronto and Montreal.

THE FLEISCHMANN COMPANY, Dept. D-226, 701 Washington Street, New York, N. Y., or 327 South La Salle Street, Chicago, Ill., or 941 Mission Street, San Francisco, Calif., or 314 Bell Street, Seattle, Wash.

Enclosed find \$..... Please send me 2½ pound cans of Fleischmann's Pure Dry Yeast, postage prepaid.

..... Send me your book on feeding yeast to pigs, cattle and horses.

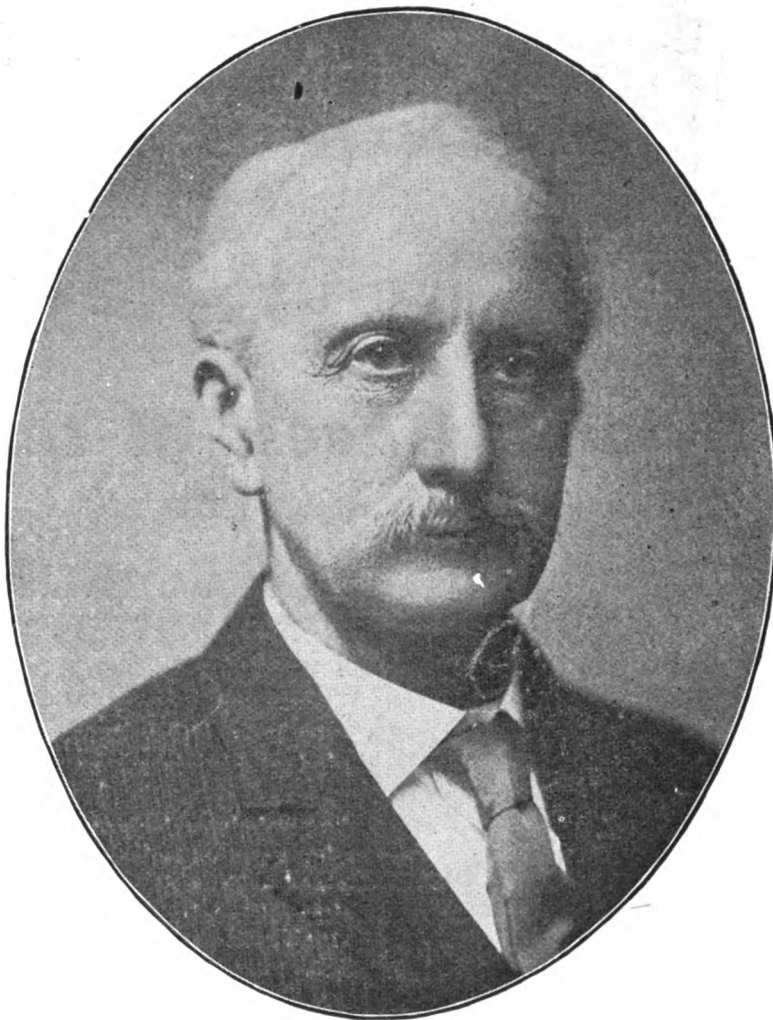
..... Send me your book on feeding yeast to poultry.

Name.....

Street and Number.....

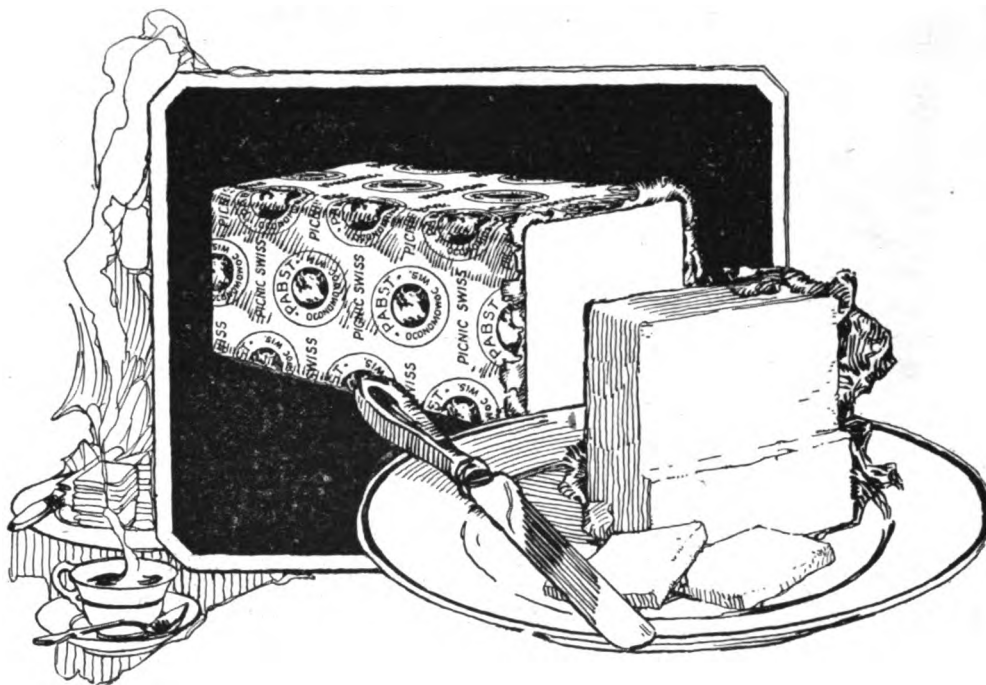
City..... State.....

In Memoriam



Harry Bowie

Founder and First President of the
National Poultry Butter and Egg Association
1906-1914



The Wonder Cheese of the Day

PABST CHEESE—the product of the famous Pabst Holstein Farms \$500,000 Holstein Herd.

A new cheese of supreme quality—so good that all who have tried it are buying again and again. Have you put in your stock yet?

FIVE DELICIOUS VARIETIES

(in foil-wrapped 5-pound loaves)

PICNIC SWISS
PIMENTO

MUSTARD SWISS
AMERICAN

BRICK

SEE OUR BIG DISPLAY
AT THE HOTEL SHERMAN—ROOM 208
OCTOBER 7, 8, 9

M. UHLMANN & CO., CHICAGO
(Sales Agents for the U. S. A.)

PABST HOLSTEIN FARM,
OCONOMOWOC WISCONSIN
Fred Pabst, Proprietor

PABST

CHEESE

The 'National' Association

Objects for Which It Was Created—Its Management—Who May Become Members—Prerequisites to Membership—Obligations of Members

The objects for which the National Poultry, Butter and Egg Association was formed are stated in the Certificate of Incorporation to be:

"The particular object for which the corporation is formed is for the purpose of fostering poultry and game trade and commerce and of those having trade, business and financial interests in common with the same; to reform abuses relative thereto; to secure freedom from unjust or unlawful exactions and to diffuse accurate and reliable information relating thereto or otherwise; to procure uniformity and certainty in the customs and usages of said trades and commerce; to settle differences and to promote a more enlarged and friendly intercourse between its members and to do such other and further lawful acts relating thereto which may be found necessary or convenient."

To give force and effect to these objects, they are restated in the by-laws as follows:

"(1) To disseminate accurate and reliable information concerning live and dressed poultry, butter, eggs and other food products.

"(2) To advance and improve commercial conditions in said trades.

"(3) To foster and strengthen friendly and co-operative relations between such merchants in all parts of the United States and its possessions and in foreign countries, and to secure improved transportation facilities and just and equitable rates and charges for same in the United States.

"(4) To educate and guide public opinion in all parts of the United States and its possessions to the point of securing legislation calculated to foster trade and safeguard consumers, and to co-operate with other countries when called upon to do so.

"(5) To settle differences between the several members, and members and non-members, and to procure uniformity and certainty in trade usages, and of kindred matters relating thereto, as they may from time to time arise."

Management

Under effective by-law safeguards, the property and affairs of the Association are managed by the Executive Committee, which is composed of a President, First, Second and Third Vice-Presidents, Treasurer, Secretary, four other members in good standing, the Junior ExPresident and an Advisory Counsel—the latter being, ex-officio, a member of all standing committees.

In addition to the above mentioned officers, State Vice-Presidents for each State represented on the membership roster are elected annually—their duties being to foster the trade within such states and to co-operate with the Executive Committee in all matters pertaining to the industry and the Association.

Standing Committees

In and about the conduct of the affairs of the Association, the President annually appoints members in good standing to the following committees: Transportation, Law and Legislation, Finance, Publicity and Literature, Membership, Arbitration, Ice Packed Poultry, Dry Packed Poultry, Live Poultry, Butter, Egg and Cheese. The duties of these committees include investigations and recommendations to the Executive Committee and in addition they co-operate with the Executive Committee when called upon to do so.

Individual Membership

The by-law provision concerning membership in the association is as follows:

"Any person, firm, co-partnership or corporation engaged in the poultry, butter, egg or cheese industry in the United States or in any of its possessions or in foreign countries, or any association of such individuals, firms, co-partnerships or corporations, together with those having trade, business and financial interests in common with the same, in good standing, shall be eligible to membership in this Association."

The by-laws further provide that all applications for membership must be made in writing, signed by the applicant and endorsed by two members of the Association in good standing and that the Executive Committee may, by majority vote, reject any application for any good and sufficient reason.

Association Memberships

Associations of merchants and shippers are eligible to membership under the following by-law provision:

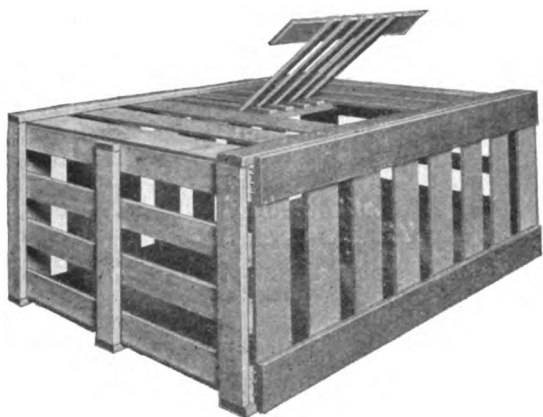
"Associations of poultry, butter, egg or cheese merchants or shippers may, upon application as above, be admitted to membership in the name of the Association. They shall, upon election and payment of annual dues, as hereinafter provided, be entitled to representation in all meetings and elections of the National Association by five delegates, and the names of such delegates to each annual meeting of the Association must be sent to the Executive Offices prior to such meeting."

Obligations of Members

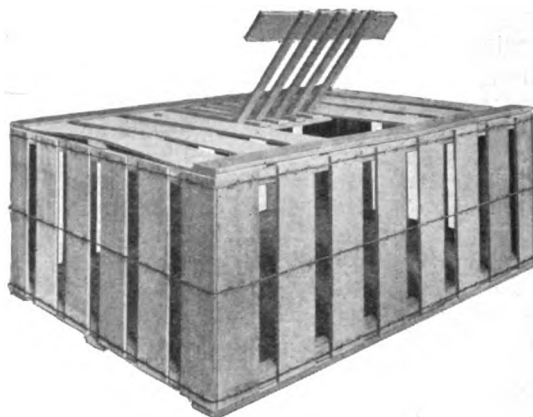
Members are obligated to the association by the following provision of the by-laws:

"The signing of an application for membership, unless the application be rejected, as provided in Section 2, shall be, and be construed to be, an agreement on the part of said person, firm, co-partnership, corporation or association to conform to all rules, regulations and requirements of the Association, whether expressed in the by-laws or otherwise, which may from time to time be adopted by the Executive Committee or the Association."

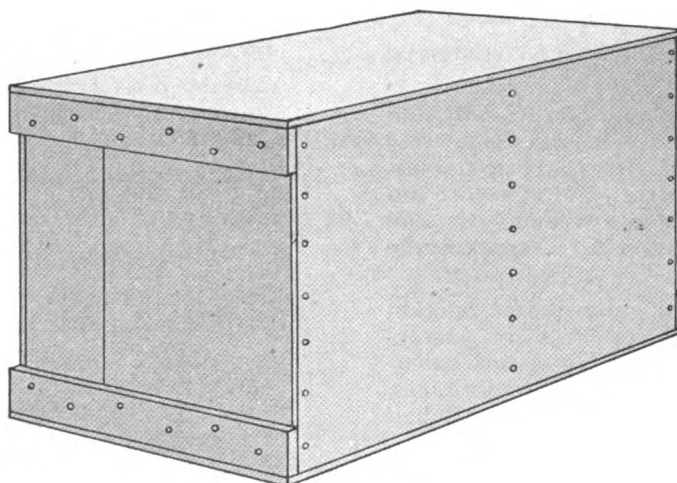
**Nothing succeeds like success—
Our sales prove it!**



**The "Chicago Mill"
Interlocking Poultry Crate**



**The Super-Dreadnaught
Poultry Crate**



**The "Chicago Mill"
Cottonwood Egg Case**

May we have the pleasure of a moment or two with you at the convention.

As usual our headquarters will be

Rooms 104, 105 and 106

CHICAGO MILL AND LUMBER COMPANY

510 North Dearborn Street

CHICAGO

Will Be Lively Convention

The Seventeenth Annual Convention of the National Poultry, Butter and Egg Association
Getting Under Way—Big Doings Scheduled for the Second Day

Harry H. Field has been chosen to act as General Chairman of the various convention committees of the Chicago Poultry, Egg, Butter and Cheese Trade which will entertain the members of the National Poultry, Butter and Egg Association and their ladies when they gather in Chicago to attend the Seventeenth Annual Convention which convenes at Hotel Sherman on October 8 and 9.

M. E. Nevins was chosen Treasurer and W. M. O'Keefe, Secretary.

The names of those constituting the subcommittees will be found elsewhere in this issue of the 'Bulletin'.

Heretofore the 'National' convention has attracted members and friends from practically every state in the Union and from the interest already shown it may be predicted that this year's convention will not prove an exception to the rule and the Chicago Trade, which always provides the entertainment for the attending visitors will see to it that the entertainment provided this year will be in keeping with that provided for other years.

The annual banquet, which is the feature of the convention, will be held on the evening of October 8 and already a speaker of national prominence has been selected.

A noon-day luncheon will open the first business session immediately after which President Pfeiffer will deliver the president's message to be succeeded by a short report from Executive Secretary, Harrison F. Jones. These will be followed by a fifteen minute talk by a business man who represents interests which are among the largest users of eggs and butter. It is predicted that this will be the best, brightest talk the trade ever listened to, and it will not be highbrow. From this point the luncheon will be in charge of the members, and they will be invited to discuss subjects of general interest to the trade.

A novel plan of inducing members to attend subsequent business sessions will be inaugurated and it promises to be a winner. In making engagements for Tuesday, October 9, members are urged to reserve the entire afternoon after 1:30 otherwise they will not be permitted to participate in the "big doings" and they will be BIG—big enough for all members in the trade to become and remain interested throughout the convention. The Executive Committee guarantees the plan and says it is even big enough to induce members to remain over for a third day; big enough to stir up a family row if the women folks hear of it, and know that their men folks did not participate. Just one little string to this: Only those members in the trade who attend, and remain throughout the noon-day luncheon of October 8 will be eligible.

During the progress of the noon-day luncheon and the business session of the second day the Chicago Committee will be caring for the entertainment of the ladies, and, as heretofore, they will be well cared for.

The Chicago Committee extends a cordial invitation to all members of the National Poultry, Butter and Egg Association and their ladies to attend, as guests of the Chicago Trade, the Seventeenth Annual Convention to be held on Monday and Tuesday, October 8 and 9, at Hotel Sherman, Chicago.

And the Executive Committee of the National Poultry, Butter and Egg Association urges all members to attend this convention and to take an active interest in the affairs of the Association.

Convention Railroad Fares

In a previous issue of the Bulletin, attention was called to the fact that the Executive Office has filed applications with the various railroad passenger associations for the issuance of reduced fares to members (and dependent members of the families) who will attend the Seventeenth Annual Convention to be held at Hotel Sherman, Chicago, October, 7-9, 1923.

The railroads have consented to grant reduced fares under what is known as the "Certificate Plan" which calls for the payment of full fare for the trip to Chicago and half fare for the return trip from Chicago.

In order to secure the half fare concession on the return trip, members (and dependent members of their families) must carry out the following directions:

- (1) Do not purchase round trip tickets.
- (2) Purchase railroad ticket to Chicago not earlier than October 4.
- (3) When purchasing railroad ticket to Chicago, make request of the Agent for a certificate. (Do not make the mistake of asking for a receipt.)
- (4) See that the certificate is stamped with the same date as the railroad ticket and sign the certificate in ink. Do this at the time of purchasing the ticket to Chicago.
- (5) Immediately upon arriving at Hotel Sherman, Chicago, present the certificate to W. M. O'Keefe, who will be found in the Secretary's office on the first floor. Reduced fare for the return trip will not apply unless certificates are endorsed by Mr. O'Keefe.
- (6) Be sure to secure a certificate from the Agent at starting point when purchasing ticket to Chicago.

It is understood that return tickets issued at the reduced fare will not be good on any limited train on which such reduced fare transportation is not honored. No refund of fare will be made on account of failure to obtain proper certificate when purchasing going tickets, nor on account of failure to present validated certificate when purchasing return ticket.

If for any reason the railroad agent fails or refuses to furnish a certificate, secure a receipt from him, showing purchase of railroad ticket to Chicago.

VALUE AND USE OF LACTIC ACID IN FATTENING POULTRY

It is the accepted view that buttermilk is better than Skim Milk for fattening poultry because the acidity of the buttermilk acts as an appetizer and controller of intestinal disorder.

Lactic acid has no food value because a food is a substance, which, when taken into the body, is capable of building up tissues or by oxidation, supplying heat. Lactic acid does neither of these things. The question arises as to how much lactic acid is needed in order to obtain the desired results mentioned above.

The experiment herewith reported has been conducted with that object in view.

Procedure—The following rations were fed to four different lots of birds:

Ingredients	Lot 1	Lot 2	Lot 3	Lot 4
Dried Buttermilk..	10	Same as Lot 1 plus 0.5 per cent lactic acid.	Same as Lot 1 plus 1.5 per cent lactic acid.	Same as Lot 1 plus 3.0 per cent lactic acid.
Corn Meal	30			
Germ Oil Meal ...	5			
Oat Flour	20			
Red Dog Flour...	15			
Flour Middlings ..	20			

The method used in this test is that found to give the most accurate comparative results by the U. S. Department of Agriculture, Bureau of Chemistry. They conducted experiments on fattening poultry extending over a period of five years. They found that the laboratory type of experiment used here was the most accurate method for comparative results or to show feed values.

Twelve birds were used in each lot and the test was repeated three times:

Changes in Weight and Cost of Feed

12 cockerels in each lot—14 days feeding period

Lot 1—Lactic acid furnished by 10 per cent Dried Buttermilk.

Experiment.....	Initial weight pounds.....	Final weight pounds.....	Gain in weight pounds.....	Gain in weight percentage.....	Lbs. dry feed per lb. gain.....	Cost feed per lb. gain.....	Cost lactic acid per lb. gain.....	Total cost per lb. gain.....
1.	21.22	29.75	8.53	40.2	2.94			
2.	22.75	31.19	8.44	37.1	3.51			
3.	27.25	36.31	9.06	33.2	3.56			
Average				36.8	3.33	12.8c	0.0c	12.8c

Lot 2—Same ration as lot 1 with 0.5 per cent added lactic acid.

1.	21.15	29.56	8.41	39.8	3.07			
2.	21.88	30.63	8.75	40.0	3.41			
3.	26.19	34.88	8.69	33.2	3.67			
Average				37.7	3.38	13c	1.5c	14.5c

Lot 3—Same ration as lot 1 with 1.5 per cent added lactic acid.

1.	22.63	33.13	10.50	46.9	2.45			
2.	22.31	29.63	7.32	32.8	4.05			
3.	27.94	36.94	9.00	32.2	3.53			
Average				37.3	3.34	12.8c	4.5c	17.3c

Lot 4—Same ration as lot 1 with 3.0 per cent added lactic acid.

1.	18.91	28.00	9.09	48.1	2.62			
2.	20.56	28.25	7.69	37.4	3.60			
3.	26.56	34.44	7.88	29.7	3.73			
Average				38.4	3.32	12.8c	9.0c	21.8c

Feed Cost:

Mash with 10 per cent Dried Buttermilk \$3.85 per cwt.
Lactic acid30 per lb.

Conclusions:—the addition of lactic acid in amounts equal to .5, 1½ and 3 per cent of the wet mash did not give any better gains than obtained with the use of a mash containing 10 per cent Dried Buttermilk with no additional lactic acid. The addition of more

lactic acid than obtained in the Dried Buttermilk mash did not result in any greater feed consumption. It therefore appears that Dried Buttermilk with an average content of 5½ per cent lactic acid when used in the above amounts, supplies all the lactic acid necessary for best results. The lactic acid content of fresh liquid buttermilk is practically the same as that of Dried Buttermilk on the same solid basis, which in other words means when they are reduced to the same moisture content.

This is shown by the following table:

	Av. pct. total solids	Av. pct. lactic acid
Liquid Buttermilk ...	8.00	.5
Dried Buttermilk	92.00	5.5

(Editor's Note: In the 'Bulletin' for January, 1923, information was sought concerning the directions under which to use Lactic Acid in poultry feed. Replies were contained in the 'Bulletin' of February, 1923. These replies were not as complete as was desirable and on the suggestion of the Executive Offices an investigation was commenced and conducted by what the Executive Offices considers to be a thoroughly reliable agency. The result of the investigations are contained in the foregoing. If this article arouses any constructive criticisms, they will be placed before our investigators for further investigations. In the meantime, the foregoing are the last words on the subject.—(File 326.)

SUMMARY OF COLD STORAGE HOLDINGS

The monthly report of the Bureau of Agricultural Economics, United States Department of Agriculture, shows the following cold storage holdings of dairy products and eggs August 1, 1923:

Creamery Butter—101,714,000 pounds compared with 103,151,000 pounds August 1, 1922, and a five-year average of 99,859,000 pounds.

American Cheese—55,768,000 pounds compared with 46,580,000 pounds August 1, 1922, and a five-year average of 50,165,000 pounds.

Swiss, Including Block Cheese—3,128,000 pounds compared with 2,535,000 pounds August 1, 1922, and a five-year average of 2,191,000 pounds.

Brick and Munster Cheese—2,902,000 pounds compared with 1,500,000 pounds August 1, 1922, and a five-year average of 1,322,000 pounds.

Limburger Cheese—1,258,000 pounds compared with 879,000 pounds August 1, 1922, and a five-year average of 841,000 pounds.

All Other Varieties of Cheese—7,711,000 pounds compared with 6,268,000 pounds August 1, 1922, and a five-year average of 9,342,000 pounds.

Case Eggs—10,503,000 cases compared with 10,161,000 cases August 1, 1922, and a five-year average of 7,811,000.

Frozen Eggs—36,203,000 pounds compared with 27,855,000 pounds August 1, 1922, and a five-year average of 22,025,000 pounds.

PACKING OF CANNED EGGS

The Freight Container Bureau of the American Railway Association has issued its Circular No. 9, dated June 30, 1923, which has to do with the packing of canned eggs.

Members desiring copy of this circular are requested to communicate with the Executive Offices.

The Activities of the 'National' Association

The Executive Committee of the National Poultry, Butter and Egg Association is made up of men who have made a success of their respective businesses and who bear enviable reputations throughout the country. The members of the association are to be complimented for the great care they use, year after year, in selecting this committee, but they have a very meager conception of the tasks they delegate. It is easy to say in a by-law that the Executive Committee shall be charged with the duty of "disseminating accurate and reliable information concerning live and dressed poultry, butter, eggs, cheese and other food products", but quite a difficult matter to find the proper instrumentality through which to do it, or to create such instrumentality. Likewise it is a perfectly simple matter for the members to instruct the Executive Committee "to advance and improve commercial conditions in the trade", but quite a complex one to do in practice. And so, too, the members almost deify the Executive Committee when they enjoin it "*to secure improved transportation facilities and just and equitable rates*", "*to guide public opinion throughout the United States*", "*to safeguard consumers*", "*to secure fostering legislation*", "*to settle differences between members and non-members*" and "*to procure uniformity and certainty in trade usages*".

In spite of the gigantic tasks placed up on the Executive Committee and the various standing committees appointed by it, in spite of the propensity of the membership at large to "let George do it", and in spite of the sectional differences that develop in different sections of the country whenever a question of national concern is before the industry or the country, these committees took upon them all of the burdens involved and it may be stated to be the fact that by reason of their activities, direct or indirect, the public has a higher regard for the men engaged in the concentration, manufacture and distribution of poultry, butter, eggs and cheese today than at any time heretofore. This higher regard comes only from the fact that some of the purposes for which the Association was formed have been accomplished and this through educational effort.

The Agricultural Inquiry

Prior to the investigations conducted by the Congress through its Joint Commission of Agricultural Inquiry, private or association enterprise had no means of "disseminating accurate and reliable information" concerning the products in which members of the Association are interested, except at enormous expense. All efforts of the Executive Committee to raise funds with which to meet this expense failed, and except for unorganized effort, the first object for which the Association was formed (mentioned in another article in this issue) was not carried out with effect. However, the creation of the Joint Commission of Agricultural Inquiry afforded the instrumentality through which the association could do effective work and the Executive Committee was quick to take advantage of it. As a result, Alton E. Briggs, of Boston, a former President of the Association, and Harrison F. Jones, present Executive Secretary of the

Association, were appointed by the Commission to act as Members of the Advisory Board (Distribution Division), in which capacity they prepared and presented an extensive report covering the distribution of poultry, butter and eggs from the farm to the consumer.

As stated before, the efforts of the Executive Committee along this line of work, have been more or less unorganized. By this it is meant, that the Executive Committee could not create and go through with an organized plan—all it could do was to take advantage of opportunities as they arose. One of these arose on the occasion of the visit of some six or seven hundred farm boys and girls to Chicago to attend the International Live Stock Exposition last December. On that occasion certain Cold Storage Warehouse Companies entertained the boys and girls at a banquet where only cold storage foods were served. On this occasion the Executive Committee was requested to provide the speaker and the Executive Secretary was instructed to fill the assignment, which he did. The paper prepared for this occasion, under the guidance of the Executive Committee and Cold Storage Operators throughout the country, was very favorably received and has since been published in various parts of the country, and has been used in class work in various schools.

Other opportunities arise from time to time, in the shape of newspaper articles which do not reflect true conditions, or it may be that a State or Governmental agency had in hand a certain investigation; on all of these occasions which came to the attention of the Executive Committee appropriate action is taken.

It may be here stated that only very recently, the criticisms offered by the Executive Committee to a manuscript prepared by a public agency, to become an administrative order, were the cause of the withholding of that manuscript till further investigations could be made.

At the present moment there is before the Executive Committee a demand that it disseminate among the members reliable, accurate and up-to-the-minute weekly reports covering the cold storage holdings—supplementing the government reports. The Executive Committee has investigated the subject and has suggested to those who made the demand, to come to the annual convention prepared to discuss the matter in full.

The foregoing is a brief outline of what the Executive Committee is doing to carry out the first object for which the association was created.

"To Improve Conditions in the Trade"

The second object for which the association was created is: "To advance and improve commercial conditions in said trades." This by-law provision must be coupled with the fifth object for which the Association was created which is as follows: "To settle differences between the several members and non-members and to procure uniformity and certainty in trade usages, etc".

To carry out these provisions, the association has created certain Trading and Grading rules and to give them force and effect has established, on the principal

Less Hard Work —More Profits

WITH a **UNION** Cooler, equipped with universal attachable spring leg holders.

Most fowls come badly mixed in size. The universal permits fast loading and unloading of all sizes.

Load your Coolers in the picking room and they are ready for the grader—little handling; little labor expense; quick grading.

Fowls are not soiled by drip, and the drainage is perfect.

UNION Racks are all-steel, built like a battleship, and will stand the roughest handling. Heavily galvanized after making—rust-proof and easily cleaned. Large, easy swiveling wheels, and they handle as quickly as a handcar.

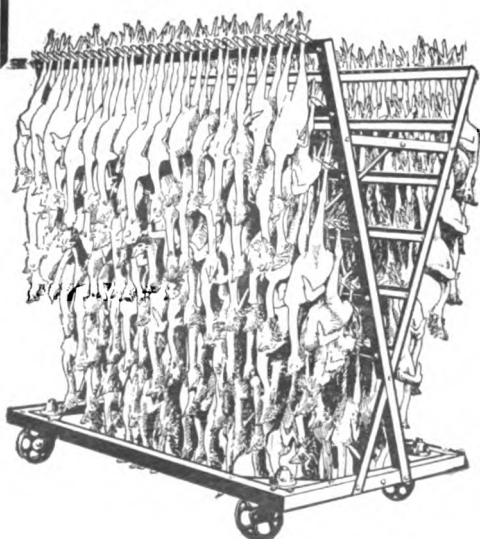
The universal galvanized attachable spring wire leg holder bar permits any size fowl to hang anywhere on the rack without injury. You may remove a small broiler and hang a turkey in its place. This means very fast loading and unloading. Fingers may be quickly replaced if broken.

You are losing money without a **UNION** Cooling Rack—a postal brings our complete catalog of Poultry Equipment—better write it today.

Union Steel Products Co., Ltd.

DEPT. 20

ALBION : MICH. : U. S. A.



UNION
Patented
Cooling
Rack with
universal
spring clip
bars.
Patented
Aug. 18,
1914.



markets, "official inspectors" who are at all times available to make inspections of poultry, butter and eggs and in the event of "differences between the several members and non-members", the scheme of arbitration as conducted by the association is available.

The administration of these matters, generally speaking, is delegated by the Executive Committee to the Executive Offices, but it frequently happens that in the arbitration of differences members of the Executive Committee are frequently called upon to act on an Arbitration Committee. Only very recently two members of the committee acted as arbitors to a controversy; several "sittings", of several hours duration each, were necessary. At the time of the "sittings" the butter and egg markets were in a nervous condition and yet these men placed their obligations to the association above the duty they owed to themselves. This circumstance is cited merely to show members with what seriousness association affairs are treated by members of the Executive Committee.

"To advance and improve commercial conditions in said trades" covers a wider field than that indicated above. This "trade" or industry cannot stand alone. An interdependence between all industries must be recognized and appreciated. When the Executive Committee thinks of eggs, it perhaps takes a broader view than does the individual egg shipper or receiver—certainly a broader view than does the consumer. It at once thinks of the farm, the farmer and his necessities, the country store-keeper, the huckster, the shipper or concentrator, the carriers, the receiver, the cold storage warehouse, the consumer and his necessities. It thinks also of packages and supplies and of those from whom we receive them—of "Pittsburg Plus" for our nails and coal to operate our plants. In addition it thinks of diversified laws and the administrative rules and regulations growing out of them: the Federal Food and Drug Law, under which eggs are seized and dealers prosecuted, the various State Pure Food Laws, Commission Merchants Laws and other matters "too numerous to mention".

In undertaking "to advance and improve commercial conditions in said trades" all of these things must be taken into consideration and to bring about proper understandings the Executive Committee has undertaken to establish relationships with outside agencies and instrumentalities which, up to the moment have proved mutually beneficial. In proportion as these relationships grow in intimacy and cordiality and confidence "commercial conditions in said trades will be advanced and improved".

In establishing these relationships it must be borne in mind that the benefits to be derived from them must be mutual in character. For example: In the foregoing it has been stated that when the Executive Committee thinks of eggs, it thinks of the farmer. When the farmer sought help to increase wheat consumption, the Executive Committee immediately accepted an invitation to co-operate and appointed delegates to attend the National Wheat Conference lately held in Chicago.

By reason of the relationships referred to, representatives of the Executive Committee are frequently found with strange bed fellows, but this is due to the fact that they can be of assistance to the trade. On one occasion an important piece of legislation confronted the trade and in looking about for a proper

person to present a contention raised by the Executive Committee (in opposition to the legislation), the Executive Secretary sought out an attorney who had decided views on the subject along the same lines as those advanced by the Executive Committee, and who had been active in a prosecution against one branch of the trade. The Executive Secretary after consultation with other "trades" interested, persuaded this attorney to appear before the proper committee and urge the objections advanced by the Executive Committee. He did so and put up a good, but unavailable argument. The Executive Secretary has since been criticized for selecting this attorney, because he had been, on another occasion, connected with a certain prosecution having to do with a matter entirely separate and distinct. It naturally follows that in the selection of bed fellows, one charged with the responsibility must take his job in his hands. This circumstance is cited merely to show what it means to "advance conditions in the trade" along certain lines.

Object 5 for which the association was created has also to do with

Uniform Standards, Classes and Grades

This question has been before the industry for years and while the efforts put forth by the Association have met with but indifferent success, it may be stated that the Association blazed the trail. At the moment the proposal of the Government is being critically examined by all agencies and only very recently the Executive Committee, in a letter to Roy C. Potts, who has the matter in charge, informed the Government that it would be glad to appoint delegates to attend any conferences it might call.

On this subject the Executive Committee is slow to endorse any plan of the Government that leads, or promises to lead or is likely to lead to governmental interference with the free movement of our products in commerce, or that adds further burdens.

The National Poultry, Butter and Egg Association favors uniform standards, classes and grades for eggs. It is in favor of uniform trade practices; these are evidenced by its own rules and regulations. The Executive Committee believes that such matters should emanate from the trade. The trade, however, up to the moment, has been slow to avail itself of the instrumentalities created by the Association and herein lay a reason for governmental activity. Either the trade will give serious thought to the propositions involved and the various sections of the country come to agreements, or else the government will step in and attempt to relieve it of some of its functions, at the same time relieving it of none of its responsibilities—perhaps also creating new and additional responsibilities.

On the subject of grading it may be stated also that the final objects will never be accomplished till such time as the producer can be induced to produce and market on a quality basis. Poor quality poultry, butter and eggs remain poor and even the magic of standardization and grading will not change this.

Heretofore public educational agencies have devoted their time and money with the view of increasing production. For the present they should devote their energies to quality production and with this in mind, the members of this Association are in position to tender most valuable co-operative service.

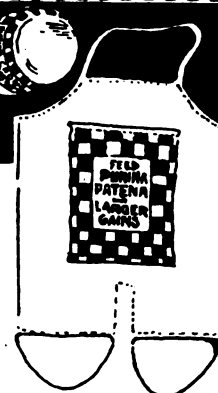
Transportation

Object three, for which the association was formed, is "to secure improved transportation facilities and just and equitable rates, etc."

(Continued on page 41)

FREE Feeding Service

Pounds of feed?
Pounds of flesh?
Which do you buy?



FREE CAP
& APRON

Fatena is a fattening ration. But, after all, that is not all you buy. You get also a **feeding service** which brings you **more pounds of gain at less cost per pound**. Or, in other words, we sell you Fatena, and throw in without cost the services of one of our Field Men, who will train your feeder in feeding and cost-keeping. These men are former government and state research men with records for getting results.

Write for reports showing results obtained by our Field Men

PURINA MILLS

Makers of Checkerboard Chows

987 Gratiot St. St. Louis, Mo.

Mills also at Ft. Worth, Nashville and Buffalo

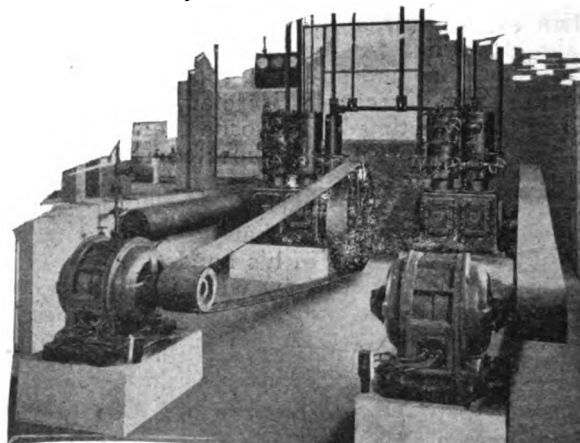
Ask about free cap and apron for your feeder



An Attractive Installation of CP Refrigerating Machines

THE illustration below is a typical CP Vertical Refrigerating Machine installation and expresses their sturdy, attractive appearance. They are finished in a durable vermilion enamel and are in pleasing contrast with other plant equipment. If you desire an outfit which will reflect credit on your plant and at the same time give you almost a lifetime of satisfactory service as it has almost 5,000 other users, a CP Refrigerating Machine will fill your needs.

Made in either vertical or horizontal types and in a wide range of sizes from one-half ton up. Write for catalogue.



Installation of 2 CP Vertical Refrigerating Machines in Plant of Cavanilli Ice Cream Co., Blue Island, Ill.

THE CREAMERY PACKAGE MFG. COMPANY

Sales Branch Offices (Write Nearest One)

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Boston, Mass....138-40 Washington St., N.
Buffalo, N. Y.....133-37 E. Swan St.
Chicago, Ill.....61-67 W. Kinzie St.
Denver, Colo.....1649 Blake St.

Jersey City, N. J.....122-28 Morgan St.
Kansas City, Mo.....1408-10 W. 12th St.
Minneapolis, Minn....318-20 Third St., N.
Omaha, Neb.....113-15-17 S. Tenth St.
Pittsburgh, Pa.....804 Duquesne Way.
Philadelphia, Pa.....1907 Market St

Portland, Ore.....6-8 N. Front St.
San Francisco, Cal.....699 Battery St.
St. Louis, Mo.....508 Second St., N.
Toledo, Ohio.....119 St. Clair St.
Waterloo, Ia.....406-8 Sycamore St.

Merchants Refrigerating Company

Unequaled facilities for the storage of

All kinds of Perishable Food Products

Warehouses of modern construction, low insurance, unexcelled locations and superior service

New York—17th Street and 10th Avenue. Warehouse in the West Washington Market District, on tracks of the New York Central Railroad.

Downtown Warehouses in the heart of the Produce Trade, convenient to all Railroad Terminals and Piers.

Jersey City—Warehouses have track connections with all Freight Lines

Newark —Warehouse adjacent to the Wholesale Market center.

Main Office: 161 Chambers St., New York, N. Y.

What Members Say About the 'National'

The purposes for which the National Poultry, Butter and Egg Association was created having been explained in another article and the activities of the Executive Committee having also been explained, it is entirely proper to here present the views of various members of the Association, so that each may know what the other is thinking about.

Certain of the letters which follow are superlatively complimentary of the Executive Committee and all of them are more or less so (directly or indirectly), and if the members of the Committee were politicians, and seeking office, they would prove a mighty good asset to "go before the *pepul*" with. But the members of the Executive Committee are not seeking office—they feel that the office was *wished* on them; they are, however, gratified to know that their efforts on behalf of the members are appreciated.

The publication of these letters is for definite purposes: First, to ascertain the "thought" that runs through the industry; Second, to crystalize that "thought" into 'association' activity; Third, to increase the membership and bring into the Association others in the trade who will co-operate and all for the final purpose, which is to make the business enterprises of all members of the trade more pleasant and profitable. With this introduction the following letters, which speak for themselves, are presented:

Membership Inspires Confidence

Bloomington, Ill., July 17, 1923.

"Wish to say that we regard the National Poultry, Butter and Egg Association as a very vital force in our industry, and everyone engaged in the poultry, egg and butter business, whether they are members of the National Association or not, are reaping the benefits that have been derived by the activities of the National Association, which has been supported from the beginning by those in the trade that had a vision.

"Our membership, we believe, has given us stability in the trade, and inspired confidence in our associates.

"We believe the membership roster brings prestige and enough business to every member, to more than pay the membership fee, because of new business connections this publicity brings about.

"We believe the executive office is in a position to solve most of our problems, if we will but give them the opportunity, and furnish them with specific information regarding our troubles, at least, such has been our experience.

"I trust the Association will continue to grow, and increase in usefulness, because of increased interest and support given by the members of our trade."

(Signed) Bloomington Produce Company,

By H. B. Patton, Manager.

The 'National' a Big Brother

Chicago, Ill., August 9, 1923.

"The old saying, 'that in union there is strength,' sets out one of the benefits, we believe is ours as members of the National Association, this being said from the angle that being a part of the National organization, provides better recognition for the individual in many instances, than by single effort.

"There isn't a shadow of a doubt that the produce business had for a long time been only a side-show in this country, but in the past few years, has received more real attention and respect than ever before, and we don't hesitate to say it is due to the efforts and real work of the National Association.

"The National is now a big boy, and can be considered a big brother to the produce trade, and it should be considered somewhat of a privilege to be a member of it. The sooner all the produce dealers (who are not members) learn this, the sooner they will be part of something that is to their benefit. There are some fine business men at the head of the association who are always ready to give the smaller dealer the benefit of their experience and knowledge, if the members would only use the two-cent stamp necessary to get the questions to the branch of the National handling the subject they might want to know about.

"There are hundreds of dealers in this country who receive the benefits of the work done by the National, but who are not members. Those of this class, who might read these few lines, should voluntarily come into the National. Don't lay back because it costs \$25.00 a year. There never was anything cheaper for a produce man, than a membership in the National. It seems it must be better to have 1,000 men alongside of you, when asking for something, than to go single handed.

"The National is a great organization and to my way of thinking, nothing ever came into the Produce Trade that is so beneficial as the National Poultry, Butter and Egg Association."

(Signed) A. S. Roe & Company,

By A. S. Roe.

Stands for Progressive Thought

Chicago, Ill., July 13, 1923.

"The National Poultry, Butter and Egg Association is, in our judgment, one of the very best of all the Associations with which we come into contact.

"We very frequently make use of their services and we have always found the officers and employees most obliging and efficient.

"I am certain we get as much value out of the Association for \$25.00 as most Associations give for \$100.00.

"The Association stands for the progressive thought of the industry and is a Clearing House for the best ideas of the trade, and a constant bulwark against unjust legislation and attacks by the press.

"Its policy is to meet all these situations with constructive education rather than by combat.

"The Association is useful to its members in direct proportion to the use they make of it.

"We use it very often and find it very valuable."

(Signed) W. S. Moore.

Collis Process Pure Dried Buttermilk

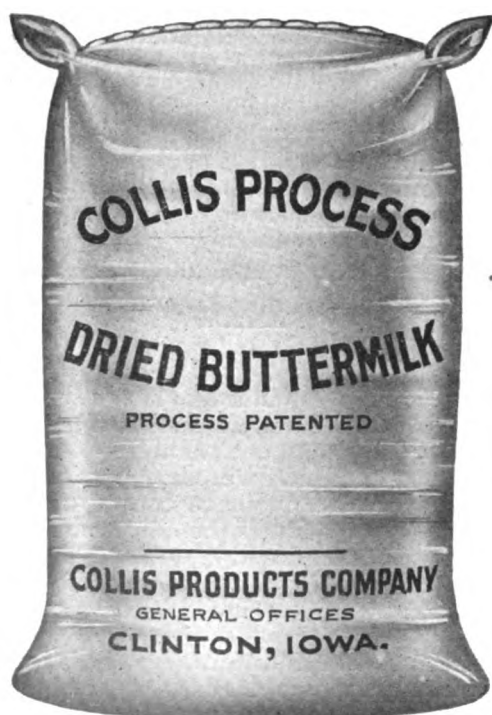
**Best for the Produce House
and Live Car Feeding**

BECAUSE—

1. It contains all the Lactic Acid present in the fresh Liquid Buttermilk from which it is made.
2. It is the cheapest source of milk solids obtainable from concentrated milk products.
3. It will enable you to produce the greatest gains and finest quality of finished poultry at the least cost.

To assure yourself of a supply this fall place your orders now.

Packed in
100 lb. Paper Lined Sax and Paper Lined Barrels
Approximately 200 lbs.



COLLIS PRODUCTS CO.

CLINTON - - IOWA

An Honor and a Duty—Cold Storage Laws Detrimental—Would Repeal Them All

Chicago, Ill., July 13, 1923.

"I do not hesitate to say that the Blue Valley Creamery Co. esteems it an honor and a duty to be a member of the National Poultry, Butter and Egg Association. It is *the one*, among the many good Associations, that embraces all of those who are interested in the marketing of Poultry, Butter and Eggs throughout the country.

"It would take a long article and much space to enumerate all the good things the worthy officers of the Association have accomplished to the mutual benefit of all members. Therefore, I will only refer to one subject, and that is Cold Storage Legislation—both State and National.

"In the editing of the Bulletin, the Executive Committee has done immeasurable service in the education of our own people on the subject of Cold Storage Legislation.

"The writer was present and read a paper before the Agricultural Committee of the House of Representatives two years ago, when it seemed that some detrimental legislation was sure to pass, and I am certain that the earnest and consistent work done by representatives of the Association, along with some of the others of us, prevented legislation at that time. I believe that was the turning point on this matter of demanding Cold Storage Legislation. I believe we all so successfully presented the matter to the Agricultural Committee that we need not fear any legislation on this subject upon the part of Congress, provided, however, such able educational work as the Association is doing continues among our own people, so that if ever again the subject is brought up in Congress, we will be still better prepared to effectually combat it.

"The reason why I believe that Congress will be slow to consider again any legislation upon this subject, is because at the hearing two years ago I believe we presented such evidence as convinced the members of the Agricultural Committee that not only was no legislation needed, but that any legislation of any kind would be detrimental both to the producers and the consumers.

"I sincerely believe that the Cold Storage industry is wonderfully beneficial and economic in the interest of both the producer and the consumer, and it is up to all of us to educate, at least our own people, to this conviction, then we need not fear propaganda against the industry, and this education is needed because there are states now considering such legislation, and there are several states which have some sort of legislation on this subject, every bit of which is detrimental to the industry, and we, as an industry, supporting the Cold Storage people should not let up until we have successfully repealed all Cold Storage Legislation in every state throughout the land.

"We occasionally hear, quite too often, some of our own people acknowledging that possibly there is some merit in legislation regulating Cold Storage products. This only means that there is still a lack of proper education among our own industry. Those who were present at the hearing two years ago, remember that it developed that those who formerly headed the propaganda in favor of this legislation, rested their case upon the question of the health of the people and every member of the Congressional

Committee admitted that there was nothing to that argument. In other words, it had been exploded already, and the only question that seemed to be in the minds of the members of the Committee two years ago was, that there might be a possibility, through the storing of products, of an opportunity to corner the market and cause, at times, such products to be sold at an artificially high price.

"Everybody knows that there is no more possibility of cornering the market because of Cold Storage, than there is a possibility of cornering the market on any other seasonal product such as wheat, corn, etc. In fact, the publications by the Government's Bureau of Markets (weekly and monthly) prevents, rather than stimulates, the possibility of cornering the market. We in the business all know that there is no line of produce handled every day in the year that is controlled, so completely, by the law of supply and demand, as are poultry, butter and eggs; therefore, if any of us are going to admit that there should be legislation, we practically admit that we believe there is manipulation of the markets.

"Again I wish to compliment the Association and the worthy officers thereof, in all the good work which they have done and are doing, and desire to congratulate them upon their splendid success."

(Signed) Blue Valley Creamery Co.,
By J. A. Walker, Vice President.

Indispensable to the Produce Trade

Chicago, Ill., July 13, 1923.

"We have received benefits from our membership in the Association ever since we joined as charter members, but the benefits have increased in recent years.

"We have always taken advantage of the invitation to carry our business troubles of almost every nature to the Association, and have never failed to get them 'ironed out' to our satisfaction.

"We have always argued that business relations should be fostered among members, and that *that* is one of the objects and aims of the organization.

"The roster of membership in the Bulletin, as we see it, is intended to encourage business intercourse between members, and we have on various occasions, solicited and received business through the roster.

"We have never been able to understand how any receiver or shipper, large or small, could afford to be without a membership in this, the largest and best organization of its kind in the world.

"Our standing with the Civic, County, State and National Governments has been the means of placing us in an enviable position when legislation inimical to our interests was before the law makers of the land, and we never fail to get justice when we have a grievance.

"The benefits are continually increasing and the cost is small indeed, in comparison.

"The Bulletin is a model publication and always contains information on the very things that interest produce dealers most.

"We consider the National Poultry, Butter and Egg Association indispensable to the produce trade."

(Signed) O. E. Whitcomb & Son.

(Continued on page 30)

Convention Exhibit — Parlor "M"

PROMPTNESS

Sales—Returns—Quotations

On your shipments of

**Live and Dressed
POULTRY
BUTTER—EGGS**

Frank G. Heilman Co.
945-47 Fulton Market
CHICAGO



Trade Mark
Reg. U. S. Pat. Off.

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AUTOMATIC
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HARTFORD
HAS
HUNDREDS
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Ask for a
list of
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REFRIGERATION**
A FACT — THERE IS BUT ONE AUTOMATIC

ANY DESIRED
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ANY NUMBER OF
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ENTIRELY
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Backed by over 30 years
of refrigerating experience
Send for further information

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HARTFORD, CONN.
Branches in many large cities



The official organ of the National Poultry, Butter and Egg Association. Devoted to the interests of the Poultry, Butter, Egg and Cheese Shippers, Receivers and Storage Warehouse Men and associated interests of the United interests of the United States, Canada and Cuba who are members of this Association.

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Advertising Rates on application to the Executive Secretary. Changes and new advertising copy must be received by the 25th of the month preceding publication to insure insertion.



CHICAGO, SEPTEMBER, 1923

Warren Gamaliel Harding

Over his bier they placed a red, white and blue emblem, and at his tomb a red rose and a white lily and a blue violet.

A poor return, but it was all they could do.

President for a time, but only a patriot could burn these words into the hearts of the whole people:

*"No matter what clouds may gather;
 No matter what storms may ensue;
 No matter what hardships may attend
 Or what sacrifice may be necessary
 Government by law must, and will be sustained!"*

His was the Supreme sacrifice, and Government by law remains our heritage.

FROM INDIVIDUAL MEMBERS OF THE EXECUTIVE COMMITTEE

Bring a Thought

I have been the President of your association during the past year and I must say, that in spite of the experience of a long business career, I never had more than the slightest conception of what the word "industry" or the words "the trade" meant till I undertook to guide the national affairs of this industry. I believe I am warranted in saying that the membership of this Association, in general, have no greater conceptions than I had and this leads me to the conclusion that if this industry is to function along the lines the public demands, it must have its affairs guided by a central organization and the individual in "the trade" must more and more go to the central organization.

At the moment the only organization in the United States that can function along these lines, is the National Poultry, Butter and Egg Association.

During the year in which it has been my privilege to serve you, the Executive Office has undertaken to care for problems of a national character only, and considering the instrumentalities with which it had to work, the results were far beyond my expectations. In caring for these matters it must be stated that every proposition must rest upon a foundation of fact and to know the facts, rigid investigations must be conducted. This leads me to observe that by reason of the studies that have been made concerning the distribution of our products in recent years, the scope of work cared for in the Executive Office has been greatly enlarged till today, in one way or another, the entire field, as it existed a year ago is covered—not perfectly, but the best under the circumstances.

During the year the Executive Committee has come in close contact with many outside agencies, but I believe we were not as close to the Heads of Departments of the various State Agricultural Colleges as we should have been as an Association. If we could establish closer relationships, I feel that we could overcome a good many wrong impressions, especially in the minds of producers, and I would urge all members who have the opportunity, to make this connection.

New problems, both good and bad, are coming up continually and these require some central agency to care for at the proper time.

We are now approaching our annual convention. The Executive Committee hopes to make it one of the best conventions the Association ever held. To accomplish this every member should begin to make plans to bring with him some *thought* that may be of benefit to all of us. We do not want to make this only a big gathering, but we do want to make it a place for the discussion of very important topics, and I am sure there are many of them which need our attention.

Yours very truly,

President.

Make Use of the Executive Offices

September 1, 1923.

To the Members:

In handling the affairs of the National Poultry, Butter and Egg Association, the Executive Committee, of which I have the honor of being a member, has, above all things, endeavored to look at matters from a national and not from a purely local standpoint. It sometimes happens, therefore, that an occasional member of the Association is disgruntled because the Committee does not commit the organization to his viewpoint or because working in a larger and broader way it cannot disclose, without prejudice to the best interests of all concerned, what steps are being taken to alleviate conditions complained of.

I can say without fear of contradiction, the troubles we are now having in transportation and legislation are not the result of any oversight, neglect or mis-handling by the present Executive Office, because many of them date back prior even to the establishment of that office. I can also say, with equal confidence, that nothing detrimental to the trade we represent, which has come to our official attention, has been put over on it the past three or four years. If I am wrong, tell me wherein.

Our prevailing trouble, as an Executive Committee is, that we have not the right support from the membership at large; that certain units of the trade here and there pass upon matters of policy or take steps affecting the entire trade without first referring the matter to the Executive Office to see what the attitude of the Association is, and sometimes such actions undo the work of months and years of your accredited national representatives.

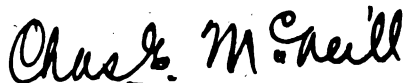
I am not finding fault; I am simply pointing out the fact that we do not appreciate the power, resourcefulness and capability of our Executive Office and consequently do not call upon it as we should to help us with our problems.

I venture to say, through my own knowledge and experience, there is not under discussion today, a subject of interest to the trade, but that this office has a file on it. Many of the files contain completed investigations; others are in process of investigation, while still others contain only the starting points for investigations which can be completed on short notice, depending upon the emergency. Today, September 1, 1923, there are 350 live files.

There is nothing that will do more to increase the importance and value of the Association than the confidence of the members in their organization.

I have great confidence that if the members will use the Executive Offices they will learn that their demands will be promptly and properly cared for. I therefore urge all members to make use of them.

Yours very truly,



Advisory Counsel.

A Co-Operative Demonstration

Chicago, September 1, 1923.

The duty of my office is to see that all moneys are properly expended. In other words, I am the "Watch Dog of the Treasury."

Members can greatly assist in the work of the Association by paying up promptly so that the affairs of the association can be run at a minimum of expense.

What members can do to aid and assist to insure the growth and importance of the Association is to Co-Operate!

At present, this word "co-operate" is a great one with the farmers and through the practices of co-operation they are showing great strength. The only way industry can hang together is by association effort, in which members sink individuality and get into the "All for One" class, instead of being soldiers of fortune and warring with friend and foe alike.

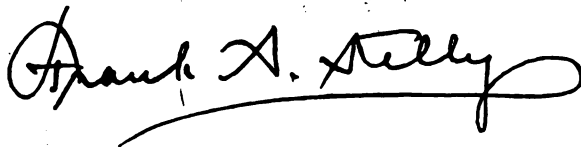
—We should try to build up our organization and the only way to do this is for each member to be a booster and go out and get new members.

At present our membership is about 1000, but there are other thousands who should be with us. It is the duty of the thousand we have, to get the thousand we have not. With this new thousand on the roster and all pulling together, my job as a food distributor (and yours too) would be more pleasant and profitable, because we could devote more time to real business.

As Treasurer, I request all members who have not yet paid their dues, to do so at once. Otherwise, as "Watch Dog of the Treasury", it will be my unpleasant duty to see that you do not participate in the coming annual convention—and that would be a calamity.

So far as my office is concerned, dues paid at this time will be a real co-operative demonstration.

Yours very truly,



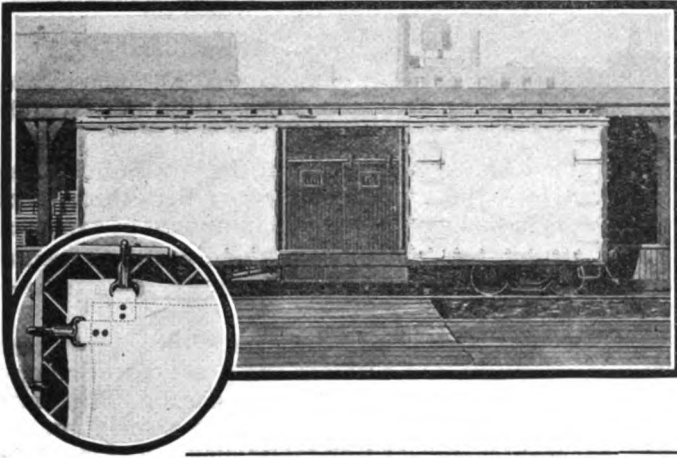
Treasurer.

Invite Him to Join

This issue of the 'Bulletin' may be called the "Association Issue", because practically everything contained in it has to do with Association matters.

First we have explained to us the objects for which the Association was created. Then we have an explanation as to how these objects are carried out. Then we have expressions from various members as to what they think of the Association, and the part it plays in their business affairs, and on the industry at large.

In my judgment, this is the kind of a 'Bulletin' that every member should use in an effort to get new members. I therefore suggest that you go over your list of friends and acquaintances in the trade. Check this list against the membership roster on the back pages. The names of friends or acquaintances which do not appear on the membership roster, are the names you are after. Write all such persons letters and ask them to join and in the letter tell them that a copy of the Official Organ of the Association will be mailed to them, together with an application blank. Also invite them to attend the Annual Convention at Chicago on October 8 and 9. Send the names and ad-



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All up to date shippers now use our improved live poultry car covers. Snap on and off in a jiffy. Nothing to nail or tack. A great time saver. Your shipments will arrive in healthier condition. Your customers will be pleased. You will have less loss and more profit.

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Where we are fully equipped to handle

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BEST TRADE CREAMERY
—SELL— BUTTER

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H. C. CHRISTIANS CO.

116-18 W. Illinois St.

::

CHICAGO, ILLINOIS

Main Office and Factory, Johnson Creek, Wisconsin

addresses of all such to the Executive Office at Chicago, and the Bulletin and an application will be promptly mailed to them.

If this does not "bring them in" drop me a note and tell me what will. Will see you at Chicago.

Yours very truly,



Chairman, Membership Committee.

Go After Him

New York, Aug. 24, 1923.

First and foremost—without co-operation, no association can prosper. The mere fact that you pay your dues does not mean that you are co-operating—it merely means that you are paying your bills.

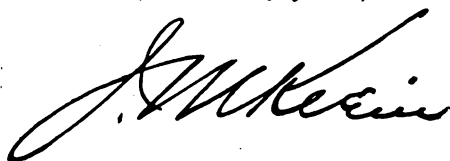
You must not shirk the road of effort, but must assist the officers to carry to a happy conclusion each and every beneficent measure suggested. Work and not criticism is what counts, although constructive criticism is invited—in fact urged.

In my many years on the National Board, I have taken up resolutely every proposition of interest to the association, and never hesitated to ventilate my opinion when I felt that perhaps the giving of my humble advice might clear up, and bring to a better understanding, the subject under consideration.

There should be no reason why each and every member should not exert his most active resourcefulness in every direction that may be of help to the various Executives in their efforts to make the National Poultry, Butter and Egg Association a shining light of success.

The growth and importance of our industry makes it incumbent (to say the least) upon each and every packer of Poultry, Butter and Eggs, to become a member of the 'National', if he is not already affiliated. If you know such a person, Go After Him.

Very truly yours,



Junior Past President.

Two Kinds of People

There are two kinds of people on earth today,
Just two kinds of people—no more, I say,
Not the sinner and saint, for it's well understood
The good are half bad and the bad are half good.
Not the rich and the poor, for to rate a man's wealth
You must first know the state of his conscience and health.

No! The two kinds of people on earth I mean
Are the people who lift and the people who lean.
In which class are you? Are you easing the load
Of over-taxed lifters who toil down the road?
Or are you a leaner who lets others share
Your portion of labor and worry and care?

—ELLA WHEELER WILCOX.

EGG CASES POULTRY BOX SHOOKS

"Only One Kind—THE BEST"
COTTONWOOD

Carefully Manufactured—Securely
Bundled—Uniformly Graded

THIRTY-FIVE YEARS' experience in
serving the Egg Case Trade has
established the fact that
the symbol



means QUALITY

"Quality Goods should be shipped in
Quality Cases"

"A REQUEST WILL BRING A
QUOTATION"

AMPLE TRUNK LINE FACILITIES
INSURE PROMPT SHIPMENTS

Anderson-Tully Co.
Memphis, Tenn.

J. G. CHERRY CO., Sales Representatives
Cedar Rapids, Ia., Tama, Ia.,
Peoria, Ill., St. Paul, Minn.

Semi-Solid Buttermilk

EVERY year Semi-Solid Buttermilk occupies a more important place in the feeding operations of successful poultry fatteners and live car shippers.

Last year's demand was so heavy that many feeders were unable to secure all the Semi-Solid they needed.

After taking care of the operators who have already placed orders for their entire season's requirements, a limited supply will be available for the needs of a few more feeders.

Consolidated Products Co.

4750 Sheridan Road

CHICAGO, ILLINOIS

(Continued from page 25)

Will Serve and Guide

Chicago, Ill., August 1, 1923.

"Many members of the trade have not directly felt the working of the Association, and they do not know what they would have to contend with if the Association did not guard their interests."

"It is not only ready to serve the trade as a whole, but will guide each individual member if so requested."

"Its usefulness will grow, according to our needs, and if these are to the interest of the trade, they also will be beneficial to the individual, whether producer, dealer or consumer."

"The work of the Association is by no means done, it must remain on duty to guard and guide us. What it can do and will do, depends on its members, who should use it as a lever to elevate the trade for the benefit of all."

(Signed) Dittmann & Co.,

By F. Dittmann.

Enormous Dividends

Buffalo, N. Y., July 18, 1923.

"We wish to state that at no time have we ever asked for any information of the Association but what it has been freely and promptly given. We also find this information has, without exception, been correct. We believe the National is of real value to the industry, and is about the only medium of creating contact with the various dealers. While we maintain a very elaborate Traffic Department here, we find that there are numerous things which come up under the Traffic Service Department of the National, such as notes, which are of very great benefit to us, and in some cases have been of considerable monetary value."

"While it is difficult to enumerate the real advantages, it is sufficient to say that our dividends from our investment in the National Poultry, Butter and Egg Association are enormous."

(Signed) Jacob Dold Packing Co.,

By R. B. Kidd.

Co-Operation Among Members

Ames, Iowa, July 19, 1923.

"The writer is practically a new member of the Association, and has had no occasion to ask the association for any service."

"It is our intention to get close co-operation from the members of the Association, as well as give such co-operation, and it seems that this should be the greatest benefit to the industry at large. Think that all members should work closely, to iron out many of the problems that continually arise in our industry."

(Signed) Ames Produce Company,

By E. C. Gessell, Manager.

For Good of All

Corsicana, Tex., July 13, 1923.

"I think this Association is of great value to poultry shippers and receivers."

"It keeps the matter of rate increases and matters of like character before its members, and fights for what is just in rates before all hearings. This is worth while in itself, but is worth quite a little in the way of getting members together to work for the common cause of all interests in the poultry line."

(Signed) A. B. Walker & Son.

Association Stands for a Square Deal

Washington, Iowa, July 25, 1923.

"We wish to state that we have derived great benefits from the Association. We have never asked it to do anything for us directly, but it has helped us in the way of fighting high freight rates, careful handling of legislation and all matters pertaining to the industry, inspection of cars of eggs, etc., as well as furnishing us with much valuable information.

"Another thing: It helps the shipper get acquainted with the receiver, and it stands for a square deal between its members, which amounts to a good deal in the course of a year's business.

"We have been members of the Association for a good many years, and we expect to be members as long as we are in business. We can also speak a good word for the executive officers for their courteous treatment and the interest they take in the affairs of the Association and the members of the Association."

(Signed) W. S. Reister & Sons.

He Finds His Man

Des Moines, Iowa, July 12, 1923.

"Fortunately I have had no occasion to call on the Association for anything. I feel if the Association served no other purpose than to call the trade together once a year, it is of great value to the industry. I also feel if the Spring Egg Conventions were called in Chicago in co-operation with the National convention, instead of holding them in the various States, results would be satisfactory to both shipper and buyer.

"My experience has been that I have accomplished far more through attending the annual conventions of the 'National' Association, than has been accomplished at conventions of the various states. I attribute this to the fact that in order to do business with a man, it is necessary to meet the man face to face to get acquainted. I always find my man at the Annual Convention.

"I consider the National Association of great value to the entire industry because of the fact it stands for square dealings. When I receive a wire from some concern who I have not done business with, inquiring for Poultry or Eggs, the first thing I do is to see if he is a member of the National Association.

"I sometimes wonder if the trade realizes the value of the Association. I believe 90 per cent do, yet there are a lot who should have their names on the roll, who are not members. Every man that makes his living by handling poultry, eggs and butter, should be a member of the National Association."

(Signed) E. B. Wade.

The Annual Convention a Big Feature

Chicago, Ill., July 12, 1923.

"We wish to say that we are of the opinion that the National is of considerable benefit to its members through:

"First: Keeping members posted on laws and regulations of various kinds, relative to our commodities.

"Second: The educational benefits and suggestions which are constantly put before the trade by the Association, and

"Last but not least: The annual convention which brings a big percentage of the membership together to discuss the situation on our products and give some of us an opportunity to forget business for a day or two."

(Signed) Coyne & Nevins Co.,
By M. E. Nevins, Sec'y and Treas.

Established 1872

Incorporated 1899

Kemper Bros. Company

Dealers in

All Kinds of Poultry Feeds Corn in any Form

Shelled Corn

Cracked Corn

Chops

Corn Meal

Fine Cracked Corn

Fine Corn Meal

OATMEAL

Special Crate Fattener

For Feeding Stations

Special Car Fattener

For Feeding in Transit

For Service and Quality

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Chicago, Ill.

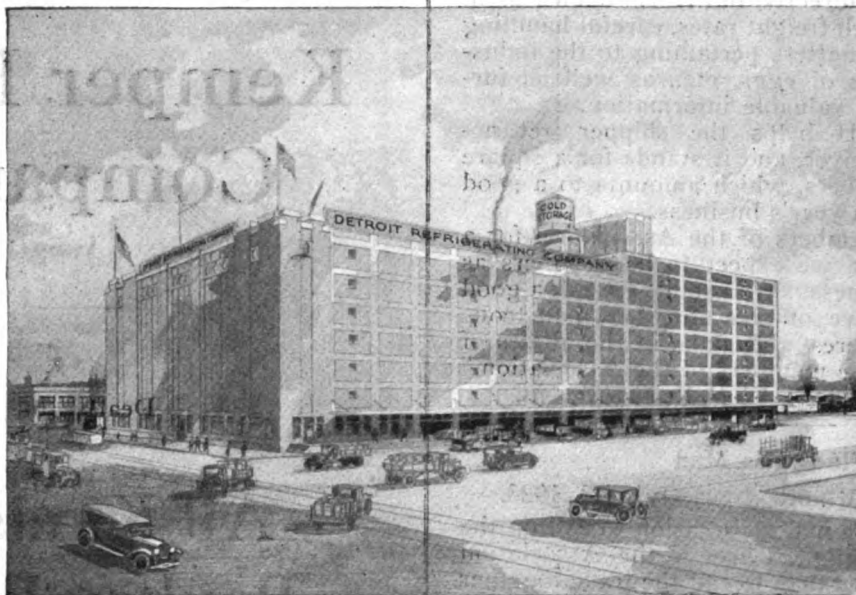
We have something attractive to offer Butter, Egg and Cheese Storers

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Rates**

**Liberal
Advances**

**Low
Insurance**

**Best
Service**



Best Point in the U. S. to Store. Best Railroad Facilities. Storage in Transit Privileges. Capacity: 2,500,000 cubic feet
"The House of Service"

DETROIT REFRIGERATING COMPANY: Detroit, Mich.

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GAZETTE
JOURNAL**



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Thousands of Egg and Poultry Shippers use the Express Service daily for quick delivery to the Most Profitable Markets.

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New York City

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Iron and glass the chief products. Population of
the community over 1,000,000

The Iron City Produce Company, Inc., is
one of the agencies through which this vast population obtain their food supplies. Shippers of farm produce receive through this firm the best and most prompt returns for consignments of

**FRUITS, VEGETABLES, POULTRY
EGGS AND BUTTER**

Our Aim—Service Best

Located in the heart of the produce district.
Write or Wire and get quick response.

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(Incorporated)

56-58-60 21st Street

Cable Address—ICPECO

PITTSBURG, PA.

CAPITAL, \$100,000.00

Chas. Muehlbonner, Pres.

Chas. Bickler, Gen. Mgr.

Eat More Eggs

New York, N. Y., July 13, 1923.

"We believe that the Association is of good value to the industry at large, but it would be of still greater value if it would take up some means of getting the public to eat more eggs. We believe that this could be done by some drive and constantly advertising the same. Many food commodities that we know of are being constantly advertised of late, and we fully believe that the advertisers are getting the benefit of it. The way the drive should be started and the advertising taken up, could easily be solved, providing the Association will take a hand in it."

(Signed) Kurtin & Kurtin,
By S. Kurtin.

Gives and Gets

Chicago, Ill., July 16, 1923.

"The Association has given very satisfactory service in all matters in which we have sought aid. We might add that to date we have sought the Association's aid in only a very few cases. However, we joined this Association in order to give strength in membership as well as financial aid, in order that this Association can put forth the proper efforts in all matters in which the trade is concerned.

"We believe that all commission merchants and country shippers should join, to give this Association further strength. All other lines of business are properly organized, and they certainly get results thereby.

"The principal trouble with people engaged in the poultry business in past years has been their constant pulling in opposite directions. We sincerely hope that this will soon be overcome and urge everyone to join the National Poultry, Butter and Egg Association at once."

(Signed) J. E. Hugo Hemman Co.,
By J. E. Hemman.

National Has Taken the Lead

Springfield, Mo., Aug. 3, 1923.

"I believe our association has been of untold value to the trade in handling rate and classification problems. Having been in rather close touch with that branch of the work, I believe the membership should understand that the National has taken the lead, and other organizations have followed.

"Every legitimate dealer in the United States should be a member of the National, as it is constantly doing work that gives an indirect advantage of many, many times the annual membership fee."

(Signed) D. N. Lightfoot & Son,
By M. D. Lightfoot.

Association Always on the Job

Detroit, Mich., July 18, 1923.

"While we have never had any occasion to call on the Association for any personal assistance, other than that provided by the Traffic Service Department, we know that the butter and egg dealers as a whole, receive untold benefit from the Association. We know the organization is always on the job trying to improve conditions, and to fight against anything that might be detrimental to the industry.

"Again we say the organization has done some wonderful work for the interest of the trade."

(Signed) A. F. Thibodeau Company,
By A. F. Thibodeau.

ESTABLISHED 1879

**Our Produce Sense Will
Produce Dollars for You**

So

Consign or sell your

BUTTER-EGGS-POULTRY

To

S. S. BORDEN CO.

218-220 West South Water St.
CHICAGO

Nice & Schrieber Co.

Established 1846

**BUTTER
EGGS &
CHEESE**

Philadelphia

11 South Water St.

Jewell Brothers

INC.

COMMISSION MERCHANTS

Dressed Poultry, Eggs, etc.

25-31 Loew Ave. 26-28 Bloomfield St.

West Washington Market

NEW YORK**ZIMMER & DUNKAK, Inc.**

173-175 Duane Street, New York City

CREAMERY BUTTER

AND

E G G S

Ship to us and note Net Results given. You will
be pleased with them.

FRANK J. GAFFNEY, Manager, Egg Dept.

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THE STANDARD PRODUCE MARKET
REPORT OF NEW YORK

SUBSCRIPTION: Daily, \$1.00 per month; \$9.00 per year; one copy per week, any day, \$2.00 per year. **SUBSCRIBE NOW.**

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WIRE SERVICE: For quicker information of the New York Markets subscribe for Urner-Barry's Wire Service. Write for rates.

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STORAGE E G G S

HONEST, EFFICIENT, PERSONAL
SERVICE

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168 W. SOUTHWATER ST.
CHICAGO

Membership Means Larger Business

Martin, Tenn., July 16, 1923.

"The National Association has been of inestimable value to me. Through membership in it I have come in contact with many of the large dealers of the country, and have been able to do a large amount of business that I might not otherwise have done.

"I have learned of the improved methods in handling of produce at the conventions, and the progress that other members are making has done much to help me. I feel that the members of the produce trade would suffer a severe loss if we should lose this Association."

(Signed) Geo. M. Brooks & Co.,
By Geo. M. Brooks.

Good Fellowship Promoted

Chicago, Ill., July 17, 1923.

"The only benefit we have derived from membership in the National Poultry, Butter and Egg Association is through the good fellowship demonstrated at our annual conventions. We have never called upon our Association for any personal grievances, but we realize that through concerted action important legislation concerning the trade can be cared for."

(Signed) Moses Gray & Company,
By F. M. Gray.

Individuals Cannot Care for National Matters

Burnside, Ky., July 12, 1923.

"We have never written the National Association about any matter whatever, without receiving a prompt and courteous reply. We have not always immediately received the information needed, but in practically every instance we have finally had a satisfactory response and some real help in the matter in question. We would not consider for a minute, giving up our membership, as we feel that the general benefits derived, much more than offset the small annual fee, to say nothing of the special favors we have occasionally asked for, and for which there has been no charge whatever. It would never do to go back to the old method of trying to handle National questions affecting our industry, as individuals. The only proper way is to handle them through a National Association, such as the National Poultry, Butter and Egg Association."

(Signed) Geo. P. Taylor Company,
By N. I. Taylor, Treasurer.

What a New Member Says

Chicago, Ill., July 13, 1923.

"Unfortunately our connection with the National Poultry, Butter and Egg Association has been of a very brief nature, as we have been members for only the past few months. Therefore, we are not in a position to say what benefits we could have derived, had we been members earlier.

"Since joining the organization, the benefits have been all that we could have desired. Any question, or questions, or any problem or problems that have been put up to the very congenial employees has been taken care of, and we are satisfied as we drift along, that we will find that the benefits will be such as will cause us not to have any regrets for joining your organization, which we think is a step in the right direction."

(Signed) Cooney & Company,
By T. B. Cooney.

Urges Greater Co-Operation on Part of Members

Chicago, Ill., July 11, 1923.

"We have not found it necessary to often call upon the Executive Offices—nevertheless, we have found that in such cases as we did call, the value of the service rendered to us both personally and in the interest of our shippers, has been worth many times the cost of our membership.

"I might give a point of one instance where we were unable to secure a proper inspection of a particular shipment of eggs received by us in damaged condition. The matter was turned over to the Executive Offices with the result that the carrier properly handled the matter to a satisfactory conclusion for us. They not only adjusted the matter of the particular shipment, but it caused those persons in the employ of the carrier who were arbitrary in the matter, to realize that they must co-operate with the receiver and the shipper and that the officials of the American Railway Express Company do not sanction the unreasonable and unfair tactics as sometimes used by their employees.

"It has been my experience that the carrier endeavors to properly protect the shipper and that many of the difficulties encountered by the shipper could be corrected through proper channels—one of the best means being through the National Poultry, Butter and Egg Association.

"We have also had occasions to call upon your organization on matters of shipments being erroneously billed, which complaint seemed to have reached proper authorities and to have been corrected.

"The value of your organization, in my opinion, is immeasurable to the industry at large. There are undoubtedly many ways in which the Association could be of even greater benefit to the membership but in order to bring about such results, it would require closer co-operation, not from the Association officials, but from the membership individually.

"It does seem to the writer as though many of the members are lax in their co-operation with the Association, and therefore hinder greater benefits that could be derived from same.

"Personally, we can greatly commend the work as carried on by the National Poultry, Butter and Egg Association in the interest of their members and the industry at large."

(Signed) Naomi Produce Co.,
By H. A. Latzar.

For Anything That Is Good

Hillsboro, Kans., July 13, 1923.

"We believe it absolutely necessary to have an organization, 'National' in character, to look after the varied interests of the Poultry, Butter and Egg dealers. The public at large think that we dealers, as a class, are unnecessary to the industry and should be eliminated by direct marketing methods; that we are gouging the public, and therefore expect little legislation that is helpful to us. It is the duty of the 'National' to explode this first theory and get right with the public, also to do all possible to get helpful legislation and block the harmful laws before they are passed.

"We have no constructive plans to offer, but can only say that we are with you in anything that is good."

(Signed) Kansas Egg and Poultry Co.,
By Harry Kizler.

Membership Worth Many Times More Than Annual Dues

Boston, Mass., July 16, 1923.

"We have had occasion, several times, to write the Executive Offices on matters that affected ourselves, also our shippers, when we could not seem to get satisfactory information from other sources. It surely pleases us to say that every time we have written, the Association furnished us with what information it had at hand, promptly and concisely, and this has been a benefit to us.

"We believe the very fact of having this association ready at all times to take up the interests of the poultry, butter and egg trade in matters that cannot be handled by the individual members, unless at a great expense and inconvenience, is worth a great many times more than the annual fees. We also believe that every concern or individual, who is connected in any way with these trades, should be a member."

(Signed) Bartlett, Varney & Company,
By C. B. Conn.

An Organization Worthy of Support

Boston, Mass., July 16, 1923.

"We believe the National Poultry, Butter and Egg Association is a benefit to the trade generally, but we have never had an occasion to ask for any particular service.

"We consider it a good organization and worthy of the support of the trade."

(Signed) Adams, Chapman Co.,
By A. C. Smith, Treasurer.

Direct Financial Benefit From Traffic Service

Minneapolis, Minn., Aug. 24, 1923.

"We would like, at this time, to express our appreciation of the work of the National Association, which seems to us to be so beneficial to the industry in general, that every concern in this line of business should be a member.

"Aside from the other work the Association is doing, its Traffic Department would be of direct financial benefit to all who would avail themselves of its service, and especially so to those who are not large enough to afford the facilities of a good Traffic Department of their own, to audit their freight bills. The fact that we, ourselves, audit all our freight bills before passing them on to the Association for whatever loss it may uncover, tends to minimize the savings that it has made for us. However, in addition to this freight bill audit, the Association worked with us on several rate adjustment matters, and we have consulted it freely from time to time on various traffic matters in which we have been interested, and have always found it ready to do everything possible for us.

"We also get a great deal of benefit from the National Bulletin and the special bulletins issued from time to time by the Association on various matters of timely interest."

(Signed) De Soto Creamery & Produce Co.,
By F. D. Newell.

A Good Organization

Salt Lick, Ky., July 14, 1923.

"I have been a member of the National Poultry, Butter and Egg Association for about a year, and will renew my membership when the time comes. I think this is a good organization—it gives you any information you want."

(Signed) J. P. Wright.

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For thirty years engaged in chronicling the news, progress and development of the

**POULTRY, BUTTER, EGG AND CHEESE
TRADE WEEKLY**

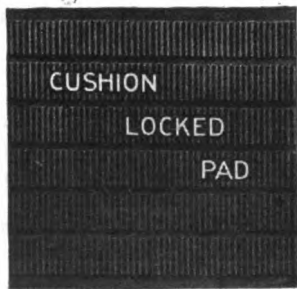
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DAILY MARKET LETTERS—A report of official markets, Chicago and New York, Butter, Eggs and Poultry, with detailed and authentic comment on Receipts, Storage stocks, etc., which makes this a very desirable medium of information for the live operator. Used by hundreds. \$2.00 per month—Write for sample.

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Write for literature or free sample.

**CUSHION LOCKED PAD
COMPANY**

208 N. Wells Street

Chicago, Illinois

Of Great Value to the Industry

Worcester, Mass., July 12, 1923.

"We derive a great many benefits from the National Poultry, Butter and Egg Association. We think the Association is a great value to the industry."

(Signed) Genery Stevens Co.,
By Wm. A. Stevens.

Members Should Trade With Each Other

Chicago, Ill., July 13, 1923.

"There is a lot of advantage to the trade in general through membership in the 'National'. One thing is that the railroad company and the legislature can't do what they please with us. We are united and are taking care of our own affairs. Another thing is that every member that ships his goods out of town is not at the mercy of the receiver. If a complaint is made by a receiver and the shipper thinks it is unjust, there is always some one to protect him.

"We would further suggest that members should help one another by throwing business their way, that is, if one member has anything to sell or buy, and a member of the Association needs or has it, they should trade with him."

(Signed) Max Malter Company,
By Max Malter.

A. S. ROE & CO.

208 N. WELLS STREET
CHICAGO

Dressed Poultry Exclusively

BROKERS and DISTRIBUTORS

IF YOU ARE A POULTRY PACKER
OR BUYER YOU SHOULD KNOW US

EGGS**CUTLER**

NEW YORK

331 Greenwich Street

AUDITS

Cost Systems, Income Tax Service, Legal Advice, Business Counsel, Specializing in Cost Accounting Systems for Creameries, Milk Plants, Ice Cream Factories, Poultry and Egg Plants, and Hatcheries.

THE STANDARDIZED ACCOUNTING SER. CO.
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**FUTURE TRADING—BUTTER and EGGS
Bowman & Company, Inc.**

136 W. Lake St.

CHICAGO

Solicit YOUR orders
Careful, Accurate, Efficient Service

One of the Things the Association Cannot Do

Newark, N. J., July 12, 1923.

"It would be hard for any of the members of the Association to sit down and tell exactly the direct benefits derived therefrom. However, we do know that indirectly, we, as well as other members of the Association, profit by our membership.

"During our membership we have not had occasion to ask for any special favor, but have asked for several courtesies from time to time and have found each one connected with the association more than willing to take care of us in the manner referred to.

"We believe the Association is the one binding tie between the producer, shipper, retailer and the allied industries.

"The Association could be of great benefit to us if we could procure their endorsement of GUARANIZING in its columns. Of course, we could hardly ask this for we know we have competitors who are also members of the Association.

"We also believe the system of egg preservation should be given a great deal of study by the Association this coming Fall, as to the prices received in the different markets on eggs processed, so it could set forth to all the members of the Association, the benefits to be derived, for we are the same as it is, a service organization, and we feel we are rendering a profitable service to each of our users.

"I trust this letter will bear forth our opinion of the National Poultry, Butter and Egg Association, and we hardly think it would be fair to close it without a word of appreciation for the officers, directors and employees."

(Signed) Guaranty Egg Corporation,
By C. C. Shafer, President.

Membership in National Increases Business

Baltimore, Md., July 13, 1923.

"Our membership in the National Poultry, Butter and Egg Association has been of unusual benefit to us.

"Through the means of this Association we have increased our business in poultry and eggs within the last three years, over 100 per cent. At the national conventions our representative has come in personal contact with the Western shippers, thereby inducing a number of them to use Baltimore as an outlet for their live poultry and eggs.

"About a year ago we asked the association to assist us in securing a live poultry unloading platform upon our Baltimore and Ohio tracks in Baltimore. The Association put untiring efforts towards this issue, both with Mr. Daniel Willard and the railroad executives.

"We personally appreciate these efforts, but we are sorry to report that the railroad at the present time will not build a live poultry shed for us, although we are in hopes that the association, with ourselves and others at Baltimore, will continue their efforts to induce the railroad to build us this shed.

"We are heartily in sympathy with all undertakings of the Association.

"With yearly increases of membership, no doubt, this Association will be one of the strongest in the United States."

(Signed) Stevens Bros.,
By James W. Stevens.

A. S. Kuhn Co.*Buy—Sell*WILL PAY
LIBERAL
DRAFTS**EGGS**FULL
PRICES
QUICK
RETURNS

208 North Wells Street

CHICAGO

ILL.

Holland Butter Co.

121-123 W. Austin Ave.

CHICAGO, ILL.

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Butter—Eggs—CheeseCorrespondence
SolicitedReferences: National Bank, of Commerce,
Chicago; Dun's and Bradstreet's**SOME**

of the largest Egg Operators market through us. We buy or handle on commission. What have you to offer? We are not speculators, simply dealers with large regular outlets. Write or wire us. Also want Creamery Butter, any quantity, and Carlots Live Poultry on our guaranteed offer.

C. E. McNEILL & CO.*"The House of Service"*325 W. So. Water St. 322 W. Lake St.
CHICAGO

ANNOUNCING OUR NEW LOCATION AT MASON CITY, IOWA

IN order that we may better serve our customers, we are pleased to announce that our new plant is located at Mason City, Iowa. This point affords first class railroad facilities enabling us to make prompt shipment and on a more favorable rate of freight. We will continue to manufacture our general line on a more extensive scale, which includes egg case fillers, excelsior pads, poultry boxes and poultry coops. Our warehouse facilities will enable us to carry at all times a complete line of poultry house supplies. We respectfully solicit your inquiries.

WEBSTER BROS. MFG. CO.

MASON CITY, IOWA

SALES



SERVICE

- 1.—PREMIUM SALES EVERY DAY IN THE WEEK.
- 2.—NAOMI'S location in the heart of the meat district means BEST OUT-LET.
- 3.—A sales organization of experienced men—who understand the produce business.
- 4.—Closest co-operation to the shippers' best interests.

**CARLOAD
OR
LESS**

**SHIP
NAOMI
WAY
IT'S
SURE
TO
PAY**

**RELIABLE MARKET INFORMATION
DAILY RETURNS**

IMMEDIATE RETURN of empty coops.
OUR MOTOR TRUCKS insure prompt delivery of freight shipments.
A CLAIM DEPARTMENT—To protect your shipments in transit.
SAVED SHRINKAGE—Through feeding your poultry on arrival.

**SALES
THAT MEAN
BEST PROFITS**



ALWAYS AFTER BUSINESS

**SERVICE
THAT GUARANTEES
SATISFACTION**

For a Membership Campaign

Chicago, Ill., July 11, 1923.

"We believe the benefits derived from a membership in the National Poultry, Butter and Egg Association are as follows:

"1. The benefit of being one of a group of recognized merchants who hold the same business methods in common and abide by those methods.

"2. We have asked the Association to do many things for us such as locating LPT cars, filing claims, making settlements with shippers which were unsatisfactory before. So far everything has been satisfactory except one settlement which is now pending and which is therefore unfinished.

"3. We believe the Association is of great value to the industry.

"4. The Association should keep in closer touch with buyers and sellers in this industry who have difficulties with one another so that both parties can be satisfied. Should also get more members in the Traffic Department.

"Believe that the Association is very much needed and has served very well in all matters of importance that have come before this industry. As a matter of suggestion, believe that if there was a membership campaign carried on, the Association could double its membership, or at least get half again as many members as they now have. This would be a tremendous asset to the Association. Do not believe that there has ever been much of a membership campaign carried on."

(Signed) Weinberg Bros. & Co.,
By Michael H. Weinberg.

Strong for Arbitration

Clarinda, Iowa, July 12, 1923.

"In our opinion the National Poultry, Butter and Egg Association is doing a mighty good work for the benefit of the produce business in general, and I am strong for it.

"The National has settled several disputes for us in a very satisfactory manner, thereby saving us from going to the courts. One thing I do not think is right—a member should not be granted the right to refuse to arbitrate, and a member of the National who takes this stand should be put out."

(Signed) W. E. Keeney.

Hopes to See Membership Increase

Providence, R. I., July 12, 1923.

"It is hard to tell the benefits we get from our membership in the Association, but we consider that it is very beneficial in a great many ways, and we would not want to do without it. We have, at a number of times, written in regard to matters and we have always received a prompt response. We believe the Association is of value to every person who will join, and hope to see our membership increase.

"We think the Association can be, and is, a great benefit to all members, by broadcasting all the news which can possibly be obtained, and by watching various laws which are about to be passed at Washington. We also think that the conservative editorials are of great benefit to readers.

"We certainly are boosters for the 'National'."

(Signed) Cooper & Sisson, Inc.,
By C. Frederic Cooper, President.

(Continued on page 44)

We Buy and Sell Eggs

We are members of the Chicago
Clearing House

Wire us your orders to buy or sell butter or eggs for spot or future delivery.

We are located at the center of Chicago's Produce Market. We handle live poultry, also frozen poultry, and have the largest trade in ice-packed poultry in Chicago.

WE ARE ANXIOUS TO SERVE YOU
LET US DO IT

J. H. WHITE & CO.

955 Fulton Market

Chicago, Ill.

Telephone Monroe 2500

Edson Brothers

Established 1885

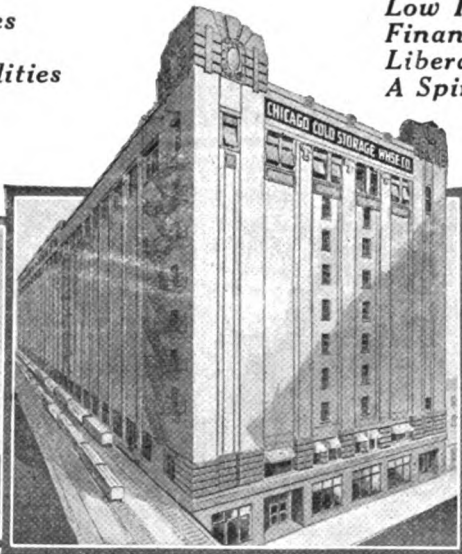
Butter, Cheese
Eggs and
Poultry

110-112 Dock Street
Philadelphia - Pennsylvania

Store Your POULTRY, EGGS, BUTTER with

*Modern Warehouses
Quickest Service
Best Railroad Facilities
Reasonable Rates*

*Low Insurance
Financial Strength and
Liberal Advances
A Spirit of Accommodation*



CHICAGO COLD STORAGE WAREHOUSE CO.

G. M. WEAVER,
Vice President and General Manager

EDWIN C. GOTT

N. A. EMMERTZ
Secretary and Treasurer

GENERAL OFFICES—1526 S. State St., Chicago, Ill.

EGGS

**BUYERS :: BROKERS
COMMISSION**

BOWMAN & CO.
Inc.

**WHOLESALE
DEALERS**

**136 West Lake Street
CHICAGO**

THE NATIONAL BANK of COMMERCE

Clark and Randolph Streets
IN CHICAGO

Formerly The National Produce Bank

For 15 years we have specialized in Produce Commission Poultry, Butter and Egg accounts. Out of town merchants can obtain the best and quickest results by having their drafts routed thru this bank.

OFFICERS

EDWIN L. WAGNER.....President
JOHN W. LOW.....Vice-President
RALPH N. BALLOU.....Cashier
H. B. AHRENSFELD.....Asst. Cashier
WM. F. GLEASON.....Asst. Cashier

DIRECTORS

JOHN W. LOW, Wayne & Low
Fruit & Produce Commission Merchants
SAMPSON ROGERS, Bolles & Rogers
Hides and Wool.
CHARLES W. HIGLEY,
Vice-President Hanover Fire Insurance Co., of New York
W. C. SHURTLEFF,
Vice-Pres. & Treas. Fuller-Morrisson Co., Wholesale Druggist
F. W. MORF,
C. H. Weaver & Co., Commission Merchants.
FREDERICK N. PEASE, Western Representative
Williams & Peters, Coal.
CLYDE T. HAYS, Treasurer
Beatrice Creamery Co.
THOS. C. BLAYNEY, President
Riverside State Bank, Riverside, Ill.
RALPH N. BALLOU, Cashier
EDWIN L. WAGNER, President.

(Continued from page 21)

Questions concerning transportation are among the most perplexing with which the Executive Committee comes in contact. On all questions of transportation the representatives of the Executive Committee stand at the forefront. This industry is engaged in the distribution of perishable products. In such distribution time and service, in the judgment of the Executive Committee, everything else being equal, are paramount. Rate is a secondary consideration providing it is "in line" in a traffic sense. Keeping rates "in line" is delegated to the Executive Offices and rate adjustments are of almost daily, or at least weekly occurrence.

The word "service" in the foregoing is intended to include the manner in which carriers handle our products from the time they are offered for transportation up to the moment they are delivered back to us and the manner in which they handle every essential detail. This necessarily includes packing, loading, delivery and inspection rules and claim payment, or in other words certain classification rules and regulations.

(It would be entirely logical to include some of these matters in the word "rate", because one of the elements that go to make up a rate is the claim hazard, and many of the classification rules seek to remove the claim hazard where that is possible, or to shift the responsibility to other shoulders, where that is not possible. For the purposes of this article, however, it is deemed expedient to include these matters in the word "service", notwithstanding the fact that a rate, which is based on a certain claim hazard, becomes unreasonable when that hazard is removed or shifted.)

The Executive Committee has devoted more time in investigating and studying classification rules and regulations than any other one question having to do with transportation and for this purpose it has created a Traffic Service Department in the Executive Offices where the intensive traffic matters of members are cared for. From the data gathered in this department in the short space of time it has been operating, the Executive Committee believes it is warranted in expressing the opinion that the interpretations given to classification rules by carrier agencies are unwarranted and place unjust and unreasonable burdens on this commerce.

The Traffic Service Department has developed certain other facts which have lately been drawn to the attention of railway executives and within a short time a conference with the executives will be held and it is hoped, that growing out of it, a better understanding will be arrived at. (The Executive Committee will appoint delegates to represent all interests at the proper time.)

On the general subject of transportation the Executive Committee has heretofore stated in substance:

"The subjects included under the Railroad Question are vital, not only to this industry, but to the nation at large. Up to the moment the Association, as such, has not taken sides, but the time is ripe for individuals to begin to think about what company they will keep when these questions come before the country. The questions involved are strictly political at the present time, and being such, individual members will be guided largely by what local politicians

HANCE BROTHERS COMPANY

EFFICIENT SERVICE, CONSERVATIVE ADVICE, AND
FULL MARKET VALUE, CONSIGN YOUR POULTRY
TO

HANCE BROTHERS CO.
COMMISSION MERCHANTS
32 BLOOMFIELD ST. NEW YORK

WEST WASHINGTON MARKET

DRESSED POULTRY

DRESSED POULTRY

H. T. Pond Co.

:: :: EGGS AND :: ::
DRESSED POULTRY

361 Washington St.
New York - - - - N. Y.
Get in Touch with Us

Industrial
Cold Storage and Warehouse Co.

American and Berke St.
Philadelphia, Pa.

Located on Philadelphia & Reading Terminal, connecting with all Refrigerator Lines. Bill all shipments our care, "Philadelphia & Reading Ry. Delivery." No switching Charges. Unequaled facilities for the handling of and caring for **Poultry, Butter, and Eggs**. Liberal advances. Rates consistent with the efficiency of "The House of Service."

FRED HEGER
LIVE POULTRY and EGGS

419 South Franklin St.
ST. LOUIS. MO.

Established 1883

Butter, Eggs and Dressed Poultry
For the quickest and most efficient service and for best net results—TRY US
CRAWFORD & LEHMAN

Liberal advances

31 South Water Street, Philadelphia

Facts About Excelsior Pads

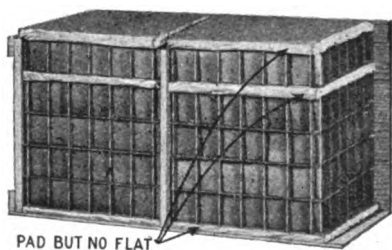
The widespread use of excelsior pads is the best indication of their utility. From a mere experiment, they have become a recognized part of the standard egg package. The results obtained have fully justified their continued use.

Merited Approval

EXCELSIOR PADS have the enthusiastic approval of the Carriers, Important Shippers, Agricultural Bureaus, State Marketing Bureaus, as well as of the men who actually use them in their daily work. This approval is based on merit alone.

How to Get Best Results

It is important that the pads be used in the approved manner. Six pads, placed as shown in the illustration below, a new case, and a set of new honeycomb fillers, will give you a pack that is standard. Good results are certain.



In buying pads be sure that you get the benefit of proper construction. The use of the right materials in the production of the pad is also important. We vouch for ours by placing our name and Trade Mark on each individual pad.

H. W. SELLE & COMPANY

MANUFACTURERS

1000-1020 North Halsted Street,
CHICAGO, ILL.

tell them, or by local sentiment, and in this aspect the Association will have to keep hands off, because the Association is strictly non-political. Individual members, however, should not be swayed by local sentiment nor by political bias. The Shipper in Texas must remember that he ships his products to the New England States, and the Receiver in the New England States must remember that his products come from Texas, and what might be good for Texas, might ruin New England, or *vice versa*. Hence it is that the proper balance must be maintained, and in this aspect the railroad question must be cared for by the Association as an economic one, and in selecting its political company it will be guided by purely economic considerations."

Concerning the transportation facilities referred to in the by-laws, it may be stated that the Executive Committee in times past was very active in its demands for additional refrigerator cars and active, in co-operation with carrier agencies, in seeing to it that such cars were properly and promptly loaded and unloaded. By reason of certain surveys of the industry conducted by the Executive Committee, it was enabled to place before carrier agencies, in advance, the approximate needs of the members and by this means much trouble was avoided.

And so too, in co-operation with other agencies, the Executive Committee made a study of the live poultry car situation as it was last fall during the railway strike, and it was largely instrumental in having empty cars sent west for loading up to a certain date, after which, the emergency having ceased and another becoming imminent, it lost all interest. But growing out of these experiences the available live-poultry-car supply was studied in connection with the movement of live poultry generally and the owners of the live poultry cars, for the movement this year, promise approximately 100 per cent performance, barring troubles over which the car owners have no control.

Other matters of more or less individual interest were cared for by the Executive Offices and reports from individual members disclose that they were exceptionally well cared for.

Legislation

To "secure legislation calculated to foster trade and safeguard consumers" is cared for, for the most part, in a negative way, i. e., by resisting all legislation of a national character which promises to do things only by undue governmental interference with business. For example: the various Federal Cold Storage Bills. Concerning these Bills members are directed to the letter written to the Association by J. A. Walker, President of the Blue Valley Creamery Company, reproduced in this issue of the 'Bulletin'. Mr. Walker has an intimate knowledge of the activities of the Executive Committee on this subject. His ideas should carry great weight.

There have been instances where the association took active steps of an affirmative character, for legislation. Reference is here made to its efforts to secure uniform Candling laws among the various States and an amendment to the Bill of Lading law, which would require carriers to issue "clean" Bills of Lading.

The association has also been active in trying to procure clear judicial constructions of laws of a general character. Reference is here made to the so-called "Broker's Tax". A suit is now pending which promises to clear up this situation.

The administration of certain other laws has been under the scrutiny of the Executive Committee. Reference is here made to the Federal Food and Drugs Act, under which eggs are seized by the Bureau of Chemistry. Because of the close co-operation between the Federal and State agencies in the matter of egg seizures, the administration of the Pure Food laws of various states has also been under the scrutiny of the Committee. On the subject of egg seizures the Executive Committee has made no progress during the present year and this is due to the fact that local agencies have been caring for the matter. To avoid conflicts the Executive Committee has kept "hands off". If the time should come when local agencies come to the conclusion that the question of egg seizures is one of national concern, the Executive Committee will pick the matter up where it left off last year and try to go through with it.

Arbitration

"To settle differences between the several members and between members and non-members."

To carry out this object, the scheme for arbitrating commercial disputes as conducted by the association has been found to be generally satisfactory by those who have taken advantage of it. That such disputes should be disposed of by arbitration is conceded by all to be the best method, and today the public is seriously discussing the desirability of having all such matters disposed of by arbitration rather than by law suits, in which event, if the plans work out, law suits in such matters will be things of the past.

Last year certain members of the association, who were in attendance at the annual convention, were sued in the Courts of Illinois, by certain other members on matters pertaining to controversies of somewhat long standing. The members sued were bitter in their criticisms of the Executive Committee for permitting them to be sued on such an occasion. It is needless for the Executive Committee to say that it was without any power in the premises, one way or the other, and attention is drawn to it for the purpose of stating that the unpleasantness caused by the law suits could have been avoided, if the members had taken advantage of the Association's scheme of arbitration.

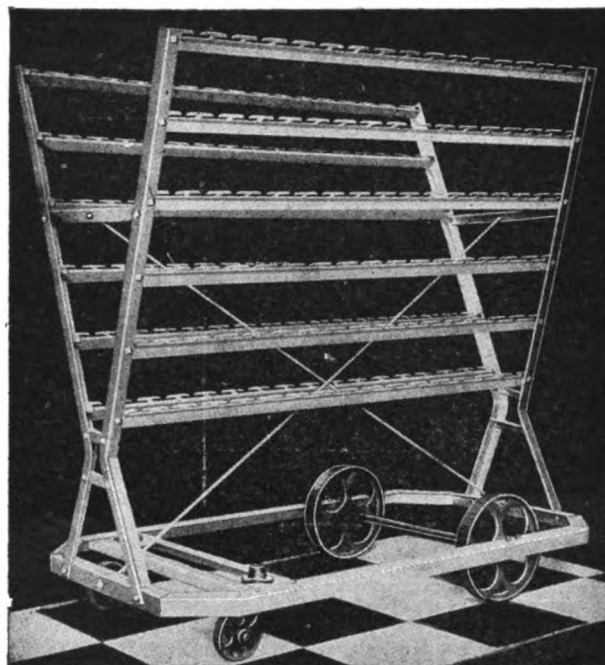
The particular activity of the Executive Committee on this subject is devoted to keeping abreast of the times and keeping the scheme up to date.

Conclusion

The activities of the Executive Committee in and about carrying out the objects for which the National Poultry, Butter and Egg Association was created, have now been explained by touching only the "high spots", and by citing but a few of the many actual experiences, in point.

Members now have a general idea of how the Association functions and the inquiry is now made of the membership: What other agency in the country would have cared for the matters enumerated had not the National Poultry, Butter and Egg Association been on the job?

Cooling Racks and Feeding Batteries



Danley's Patented sure grip Cooling Racks are galvanized, all steel, no fingers to break or bend, are indestructible and best, capacity doubles on broilers, and medium weight birds.

Danley's Patented Batteries save you big money on first cost, are of highest quality, very durable, sanitary, light in weight, easy to handle. Quick service is our **Motto**. BE READY FOR THE RUSH SEASON.

Danley Sanitary Mfg. Co.
St. Johns, Mich.


Western Representative
W. P. KERNAN, 208 N. Wells St., Chicago, Ill.

Willis S. Herrick
Benj. Auerbach

Sedgwick S. Vastine

Willard C. Coe
Chas. E. Mann

**Specializing
INSURANCE
on
Merchandise
in
Cold Storage**



**Members
National
Poultry
Butter & Egg
Association**

WORKMAN'S COMPENSATION INSURANCE
LIABILITY AND AUTOMOBILE INSURANCE

COOPER & SISSON
Receivers and Wholesale Dealers
BUTTER, CHEESE & EGGS
73 to 81 Dyer Street, Providence, R. I.

BOSTON— is one of the best markets
for Poultry and Eggs—
the public in New England
are prosperous and are ready to receive your offerings through

A.&O.W. Mead & Co.
35 North Market St.
BOSTON - - - MASS.

FRED. D. OETJEN
Largest Handler of Packing Stock Butter
WIRE OR WRITE FOR PRICES
339 Washington Street New York City

B. W. OTIS & CO.
Commission
Receivers of **DRESSED POULTRY**
West Washington Market New York
Reference: Chatham & Phenix Nat'l Bank, 14th Street Branch
or any Commercial Agency

WATSON & KELLY
320 W. South Water St.
Poultry, Veal and Game
CHICAGO

FRANK SWEENEY, Inc.
Wholesale Butter and Eggs
BUYERS—SELLERS—BROKERS
"Quality and Value Experts"
192 N. CLARK ST. - - - CHICAGO

(Continued from page 39)

Pleasure to Pay Dues

Chicago, Ill., August 16, 1923.

"We are enclosing our check for \$25.00 covering the enclosed bill.

"It gives us pleasure to hand you this check as we know we are surely getting many times its value in return."

(Signed) J. H. White & Co.,
By P. F. Combiths.

High Class Service

Chicago, Ill., July 11, 1923.

"The National Poultry, Butter and Egg Association is what we need on this market and have needed for a good many years. The Association is giving us high class service and we are sure getting the benefit. Anybody not a member of your Association and doing a produce business is surely making a mistake."

(Signed) John R. Tyler & Co.

**THE CREAMERY PACKAGE MFG. CO. TO BE
BIG EXHIBITOR AT THE 1923 NATIONAL
DAIRY EXPOSITION**

The Creamery Package Mfg. Co. promises to take a most conspicuous part in the coming National Dairy Exposition. All indications are that its machinery exhibit will be one of the outstanding features of the exposition.

The display will consist of a variety of equipment that will perform every possible requirement in the manufacture and distribution of dairy products, and which, no doubt, will be of vital interest to all in the dairy trade. A feature of the exhibit that will perhaps attract the most attention is that of a 500 gallon Progress Glass Lined Pasteurizing Vat of the Horizontal Coil Type.

Provision will be made for accommodations that will assure the comfort of all those attending its exhibit.

ANNUAL SOUTHERN MEETING

L. G. Smith, Secretary of the Southern Poultry and Egg Shippers' Association, announces that the regular annual meeting of the Association will be held at Hotel Henry Watterson, Louisville, Kentucky, on Thursday, October 11, 1923.

A feature of this meeting is the annual "Turkey Talk".

Mr. Smith will attend the annual convention of the 'National', at Hotel Sherman, Chicago, on October 8 and 9 and will be glad to give further information at that time.

HEBREW HOLIDAYS

1923

NEW YEAR September 11 and 12
Day of Atonement September 20
Feast of Tabernacles... September 25 and 26
Feast of Law October 2 and 3

1924

Purim March 20
Passover April 19 and 20
Last Passover April 25 and 26
Feast of Weeks June 8 and 9

BETTER QUALITY—BETTER PRICE**S. Edward Davis Urges Wholesale Egg and Poultry Dealers of Kansas to Encourage "Marketing According to Grade"**

S. Edward Davis, business manager of the Chicago Mercantile Exchange, was one of the principal speakers at a recent meeting of the wholesale egg and poultry dealers of Kansas, held at Salina.

Mr. Davis' address included a plea for better marketing methods in the egg and poultry industry, also an outline of the operations and functions of the Exchange of which he is the manager. In the course of his remarks about grading, Mr. Davis said:

"There is always a market for better quality at a better price. The loose, slipshod methods practiced by so many producers of eggs are unprofitable for the producer and for the dealer who buys his goods. You men are in position to raise the quality of goods offered to you for sale, and when you do so you will be making a more profitable business for yourselves.

"Good eggs, properly graded, always command a higher price. You should encourage your producers to separate the small eggs, the checks, the dirties, etc., from the extras and firsts, and then pay in accordance with what they are worth. There is an outlet for the lower grades, and your returns are so much larger than when you send your goods to market as a mixture of good and bad, that you will find grading pays for itself very handsomely."

Mr. Davis reviewed the activities of the Chicago Mercantile Exchange, saying in part:

"The business of the Chicago Mercantile Exchange is drawn from no circumscribed area. It is the gateway to the great agricultural states of the central west, and through its portals move no small proportion of their products.

"Butter and eggs are recognized as perishable products, and their successful marketing depends upon the care, intelligence and judgment which accompanies every step in their handling and sale. The Chicago Mercantile Exchange provides and applies the necessary regulations and maintains an open market every business day in the year for their purchase and sale under fixed and equitable rules.

"If, every week, one fifty-second part of the country's yearly supply or crop of poultry, eggs, butter or cheese was produced; if it was marketed and consumed each week; if the quantity and quality were always the same; if the price remained the same and if each and every buyer of these products paid cash, there would be no credit problem, no storage problem, no grading problem and no price problem. But due largely to natural causes there is a lack of co-ordination of production and consumption.

"Utility governs demand and utility plus scarcity determines value. Cost of production does not determine value; it is but one factor in its determination. Supply and demand in the last analysis determine value.

"Both butter and eggs have their seasons of flush production as well as seasons of light production and scarcity. In their flush the surplus of both must of necessity be stored to provide for the light production periods.

"This involves consideration of the demand in relation to both current and future or stored supply. These considerations have been amply met by the development of the present modern cold storage."

"Chicago contains the greatest cold storage facilities of any city in the United States, which also means the world. This surplus of butter, eggs, cheese and poultry stored to provide against the non-production periods has for years been stored without assurance of sale at a profit when the season of distribution arrives.

"Today trading in butter and egg futures is carried on as safely and as profitably as dealing in the actual merchandise for spot delivery and with a greater margin of safety than in the ordinary business, for the reason that the future market affords opportunity for taking advantage of the time element to allow of the working out of the inevitable result of natural conditions.

"Trading in futures as developed by the Chicago Mercantile Exchange has been in operation about four years. By the facilities thus afforded the Exchange took its place as a world market in the commodities traded in.

"Egg shippers, as they become familiar with the regulated trading on the Chicago Mercantile Exchange, have found it of great benefit to sell ahead.

"By so doing they know what they are to get. The fixed brokerage charge, the standard official inspection, everywhere recognized as accurate and honest, and the record of every step in the sales transaction, have become appreciated as assurance of a well-ordered and equitable procedure.

"Disputes as to quality are avoided, as official inspection by disinterested experts decides the question so that shippers have come to know that Exchange trading presents a true market index.

"Future trading offers the greatest opportunity to sell storage goods at any time. Traders invariably pay more for goods of deferred delivery than they will for immediate acceptance, because of the feeling that prices will advance and that they will be able to take a profit at or before time of delivery. Future trading offers the greatest advantage to the buyer of 'Fall' deliveries. Knowing that he has provided for goods which can be sold in the Fall at a determined price, he is in position to contract with his customers often at a decided advantage over competitors awaiting Fall purchases for Fall usage.

"Future trading enables a dealer to increase his volume of business without increasing his overhead expenses.

"The first value of future trading is the constant open market which it offers to the shipper. At times when the shipper has a car ready to move there are numerous buyers competing for it; at other times buyers, at prices governed by prevailing conditions, are lacking. The future market is always available.

"A shipper from a distant point may protect himself against loss by decline in price on his car in transit by 'hedging'.

"Hedging is the one thing that, intelligently handled, takes the element of speculating out of buying and selling perishable products subject to sudden wide changes in price.

"Although actual merchandise does not pass in a hedging transaction, the contract represents merchandise and is therefore just as legitimate as if the commodity were passed from hand to hand.

"Future trading is the greatest of stabilizers, because it is a registered market. By wires, radio and long distance telephone, the trading of both morning and afternoon sessions are broadcast.



**Quality Feed
Makes the
Choicest Fowls
The Best Reason
Why
You Should Feed**

MacX Chicken Gruel

The Best Feed Made for Battery Feeding
and Live Car Shippers

Write for information and prices

MANUFACTURED EXCLUSIVELY BY

MacX Feed Milling Co.,
CLINTON, IOWA



"If the country at large consider prices too high they rush their orders in to sell; if prices are crowded too low, immediate heavy buying adjusts the equilibrium.

"Experience has shown wise traders that forced high prices do not pay; the only way to force the market up is to buy it up and it is not the part of good business to buy more than the goods are worth or can again be disposed of. It is easy to buy at high prices; marketing such purchases at a profit is a different matter.

"Hedging has for its purpose the shifting of this speculative risk from the producing owner to others who are prepared to assume the same.

"Future trading is a necessary part of the economical marketing of foodstuffs, and has been repeatedly proved to be of great value both to the producer and to the consumer. Furthermore, future trading does not cause undue price fluctuations but instead tends to stabilize prices.

"The open, every-day market that registers every sale; that performs the service for one-third former charges; that requires a disinterested inspection, thus doing away with arguments as to quality, established a system that performs better service at less money for the producer and renders an equally beneficial service to the consumer."

CONVENTION COMMITTEES

At a recent meeting of the Chicago membership, the following committees were appointed to make arrangements for the coming National convention:

Executive Committee

H. H. Field, Chairman	Frank Collyer
W. M. O'Keefe, Secretary	Harry Wimple
M. E. Nevins, Treasurer	J. S. Hoffman
C. E. McNeill	E. L. Arminger

Banquet and Hotel

C. E. McNeill, Chairman	J. B. Mitchell
C. S. Borden	G. W. Bull
Lloyd Snyder	

Finance

M. E. Nevins, Chairman	M. E. Fox
E. G. Erickson	Edward Rueb
Fred Sage	J. M. Shawhan
E. McGarraghy, Jr.	John L. Brink

Program and Press

Harry C. Wimple, Chairman	George Caven
Jos. Cohen	H. F. Jones

Entertainment

Frank Collyer, Chairman	Wm. Kelley
M. G. Cossitt	L. V. Schreiber
D. J. Coyne, Jr.	O. W. Olson
P. L. Storm	

Ladies

I. S. Hoffman, Chairman	Ray Elster
Maurice Mandeville	Edw. Eichengreen
Horace Lepman	

Reception

E. L. Arminger, Chairman	Harry Snyder
Seymour Neumann	M. Weinberg
W. G. Howard	Clarence Cromer
Harry Wimple	George Kruse, Jr.
R. C. Dauber	George Weaver
Thos. Gallagher, Jr.	John Somerville
Harry McKenna	J. P. Barrett
C. J. Eldredge	J. T. Brady

At a recent meeting of the Convention Executive Committee, Alex. Dale was appointed Chairman of the Golf Committee.

CO-OPERATIVE MARKETING NOTES

Judge Edward D. Shurtleff, of the Circuit Court of McHenry County, Illinois, in the suit of Milk Producers' Marketing Company vs. Arthur L. Bell, has upheld the marketing contract entered into by and between the Marketing Company and Bell. In disposing of the case the learned judge stated. " * * * When sane men, intelligent and uninfluenced by fraud and undue influence, and there is no accident or mistake and no law is violated, enter into solemn contracts and contracts under seal, it is and should be the policy of the law to enforce such contracts and agreements.

"It is and has been the policy of the State of Illinois to foster and encourage co-operation. This has been evidenced by the various acts of the General Assembly passed from time to time one of which has just recently been given birth by the late General Assembly."

(Editor's Note: The above referred to suit was not brought under the Co-Operative Marketing Act recently passed by the Illinois Legislature but has to do with an Act passed in the year 1915. An appeal from the decision of Judge Shurtleff is being perfected by Loy N. McIntosh, a Chicago attorney.)

The North Carolina Cotton Growers' Co-Operative Association has filed eighteen additional suits in Wake County Court against members of the Association for alleged breach of contract and now has about 100 suits pending in Wake County Court against members, charging violation of contracts.—*Exchange*.

The American Farm Bureau Federation recently appointed the following named persons to form the egg marketing committee of the organization: J. E. Whetsel of New Jersey, L. R. Simons of New York, Mrs. H. W. Lawrence of Ohio, C. R. George of Indiana, J. D. Harper of Illinois, R. W. Bingham of Kentucky, A. S. Chapin of Tennessee, C. E. Hearst of Iowa, J. S. Jones of Minnesota, B. Brown of Utah, J. B. Barber of California, and Mrs. W. C. Martin of Texas.

The committee when formed will organize local, county and state organizations. Standardization, grading and marketing of eggs on a big scale is the present plan and it is stated farm women will take a leading part.

Indiana Co-Operatives are planning to establish stations at Lafontaine, Wabash and North Manchester, all in Wabash County, where egg grading would be done and shipments made to Warsaw, from which carload lots would be sent to eastern markets. The plans are being discussed by the American Farm Bureau Federation and the County Agent.

The American Farm Bureau Federation, of which there are 856 members in Nodaway County, Missouri (Maryville, the County Seat), has appointed a committee to make a study of egg marketing and to recommend a plan under which the farmers of the country can unite in the marketing of their eggs. The federation has adopted and recommended a co-operative system of marketing eggs in the states.—*Exchange*.

ESTABLISHED 1894

**"When You Want the Coin—
Ship to Coyne"**

**FRESH EGGS WANTED
CREAMERY BUTTER
LIVE POULTRY**

Carlots or Less

Financial Responsibility Exceeds \$200,000.00

Coyne Brothers

Telephone Main 2835

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CHICAGO**

ESTABLISHED 1889

C. H. Weaver & Company

67 W. South Water St.

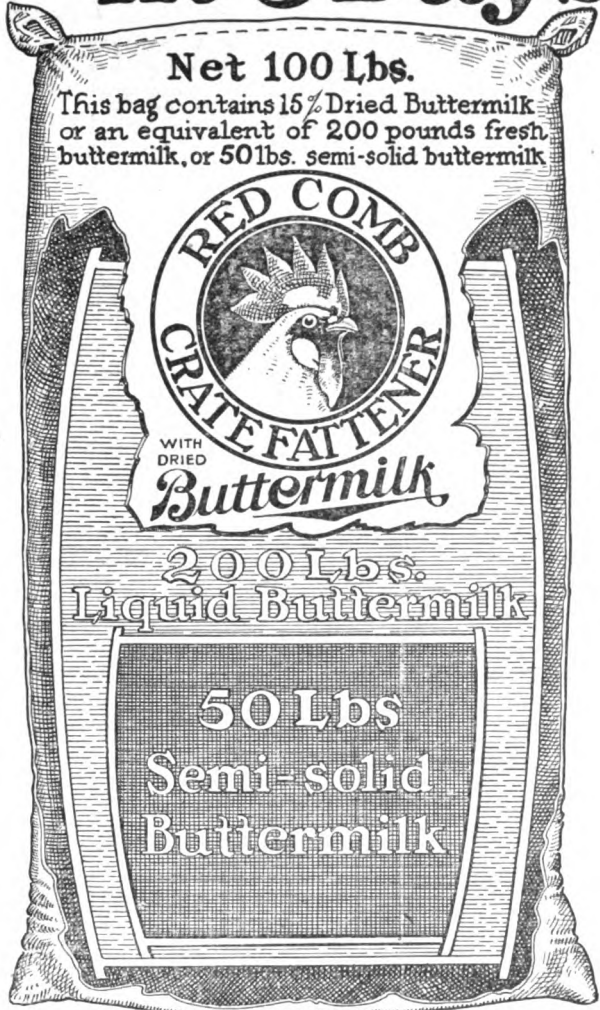
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Headquarters For

**BUTTER, EGGS,
FROZEN POULTRY**

**Always Open for Business,
Either to Buy or Sell**

**Makes
10 Days Gain
In 5 Days**



Net 100 Lbs.
This bag contains 15% Dried Buttermilk
or an equivalent of 200 pounds fresh
buttermilk, or 50 lbs. semi-solid buttermilk

**RED COMB
CRATE FATTENER**
WITH
DRIED
Buttermilk

**200 Lbs.
Liquid Buttermilk**

**50 Lbs.
Semi-solid
Buttermilk**

Dilute rations produce slow gains
Concentrated rations quick gains
Gains are a question of nourishment, not time

We guarantee satisfaction
Hales & Hunter Co. Chicago, Ill.

HALES & HUNTER CO.
327 So. La Salle St.,
Chicago, Ill.

Please send me a sample of **RED COMB
CRATE FATTENER** [WITH] **DRIED
BUTTERMILK**, and delivered prices.

NAME.....

ADDRESS

MERITS OF WHEAT AS POULTRY FEED

With the price of wheat in several States lower than, or about equal to, the price of corn, poultry specialists in the United States Department of Agriculture point out the desirability of giving wheat an important place in poultry rations. The influence of war-time conservation of wheat is still evident, according to specialists of the department, but there are no longer any economic reasons for conserving wheat or using it solely as human food. On the other hand, it is so plentiful and cheap in many localities that it is a more economical livestock and poultry feed than corn.

Corn and wheat are the two best grains for poultry and are about equal in value for this purpose, although wheat can be fed alone better than corn, which is inclined to be fattening. Best results are obtained when wheat and corn are combined about equally in egg-laying rations. Following is a good scratch mixture: 1 pound cracked corn, 1 pound wheat, 1 pound oats.

While wheat is an excellent feed for dairy cows and meat animals, it needs to be ground for best results with such stock, whereas poultry relish it and utilize it as whole grain.

The department points out also that wheat at 89 cents per bushel, which was the approximate current price recently in seven Middle Western States, is \$29.66 per ton, which is a lower price than prevails for various other feeds having no greater nutritive value. The department's recommendations for putting wheat back on a pre-war basis as a stock feed are reinforced by action already taken by some farmers. A co-operative association of Michigan farmers recently published a list of feeds for which wheat could be more economically substituted. This association contends that the local wheat market was below the cost of production and that local wheat would bring more when fed to livestock than when sold on the open market.

(Editor's Note: Poultry feeders should examine the formulae on the sacks in which poultry feed is delivered to them. This is placed there by the manufacturers. If, in the judgment of the feeder, a better feed could be made through the use of more wheat, the attention of the manufacturer should be drawn to that fact. A comparison of the formulae now in use, with the formulae used before war regulations might disclose interesting facts.)

NEW WAREHOUSE FOR 'ARMSTRONG CORK'

The Armstrong Cork & Insulation Company, Pittsburgh, Pa., announces the establishment of a warehouse in connection with its Detroit, Mich. office, where a complete stock of Nonpareil insulating materials is now being carried. This will greatly facilitate service to the Company's customers in Michigan and Northwestern Ohio. The new office and warehouse, in charge of Mr. W. C. Rasch, are located in the Cass Building, 453-457 Fort Street West, Detroit, Michigan.

No Fun

A woman came into a car with five children. She busied herself seating them. A benevolent old gentleman arose and gave her his seat.

"Are these all your children, madam?" he asked, "or is it a picnic?"

"They're all mine," snapped the woman, "and it's no picnic."—*Parrakeet*.

TRAFFIC DEPARTMENT

NATIONAL'S TRAFFIC SERVICE

The Traffic Service Department of the National Poultry, Butter & Egg Association came into existence on January 1, 1922.

Prior to that date, the Executive Office did not attempt to handle intensive traffic problems for the individual member, although the Association, since the creation of its Executive Office in 1914, has taken a very active part in all matters having to do with the transportation of poultry, butter, eggs and cheese.

Some of the members will recall the two cases brought by the Association before the Interstate Commerce Commission several years ago—one involving the question of refrigeration charges on dairy and poultry products in Official Classification territory—the other involving the classification rules and regulations governing the inspection and delivery of eggs in eastern markets.

A brief history of the refrigeration case—Docket 7969—is as follows:

Prior to March 20, 1915, and as far back as 1887, there were no extra charges for refrigeration by the carriers on butter, eggs, dressed poultry and cheese in the territory north of the Ohio and east of the Mississippi Rivers. In other words, the shipper, upon payment of the freight rate, was furnished the services of both haulage and refrigeration. On March 20, 1915, the railroads, on carlot shipments, established a charge of \$2.50 per ton for ice, and on less than carload shipments, established charges ranging from 5c to 10c per 100 lbs., of freight, the charge for refrigeration of L. C. L. shipments from Chicago to New York for example, being 8c per 100 lbs. These refrigeration charges were in addition to the freight charges.

The 'National' petitioned the Interstate Commerce Commission to suspend the refrigeration charges, and this request was denied; the charges were then made effective, and subsequently the 'National' filed a formal complaint with the Interstate Commerce Commission, alleging that the freight rates on butter, eggs, cheese and dressed poultry in force prior to March 20, 1915 were excessive when compared with the rates on other commodities; that with the added burden of separately stated refrigeration charges, the total charges were unjust and unreasonable; and that the cost of the service and ice for refrigeration had always been included in the freight rates, being a necessary part of the transportation service for these commodities, and so considered by the carriers in determining their classification ratings.

Hearings followed, and on February 26, 1917, the Commission rendered its decision, holding that the railroads had not shown the extra charges for refrigeration to be just and reasonable and ordered their cancellation. In line with the Commission's findings, the carriers cancelled the refrigeration charges on June 1, 1917, thereby restoring the basis in force prior to March 20, 1915, under which the shipper was furnished the services of haulage and refrigeration upon payment of the freight rate.

As the result of the 'National's' efforts in this case,

the industry is annually saving many thousands of dollars. The refrigeration charges on less than carload movements have not since been restored by the carriers, although the carriers, subsequent to the Commission's decision in Docket 7969, made many attempts to re-establish same, the last attempt being within the last ninety days. It was not until August 1, 1919, when the carload rating was reduced, that extra charges were again established for ice furnished by the railroads in connection with carload movements.

Had not the National instituted this proceeding, it is reasonable to assume that the extra charges for refrigeration, established in March, 1915, would have continued in effect without interruption, except as they may have been increased from time to time.

The history of the case involving inspection and delivery rules on eggs at eastern cities (Docket 10012) is well known to all in the trade. The inspection rules in force at the present time at New York and Boston, and the amendment proposed by the carriers to such rules, are not what they should be, but the situation as now existing is a great deal better than it was under rules in force prior to the decision of the Interstate Commerce Commission in Docket 10012. At the time this complaint was brought before the Interstate Commerce Commission by the 'National', and for a long time prior thereto, the so-called 5 per cent deduction rule applied to *all* eggs, whether current receipts, re-handled and repacked, or storage packed. By reason of this proceeding (Docket 10012) the 5 per cent rule, at the present time, applies only to *current receipts* which have not been re-handled and repacked.

When it is borne in mind that all agencies are striving to move in commerce only eggs of quality, it can easily be seen that the application of the 5 per cent rule to only those eggs which have not been re-handled and repacked results in a big saving to the trade.

Under the old rules, inspection would be permitted by the carriers only where cases showed external evidence of damage, and on shipments containing cases showing external damage, the inspection was limited to only such cases as showed this. Under the rules prescribed by the Commission in Docket 10012, and which are now in force at New York and Boston, joint inspection is permitted where any case shows external evidence of damage, where load has shifted, where cases have been re-coopered by the carriers in transit, or where contents of a carload are transferred from one car to another; further, under these rules, where any of the four conditions referred to exist, the consignee has the privilege of inspecting the entire consignment, if he deem it necessary, for the purpose of determining the nature and extent of damage.

It is reasonable to say that the industry has saved many thousands of dollars by reason of the action taken by the 'National' in attacking the old rules, and, as above stated, while the present rules do not give the shipper or consignee the relief they are entitled to, nevertheless, the situation as a whole is a great deal better than it was in times past.

The Traffic Service Department

OF THE

National Poultry, Butter and Egg Association

NOT CONDUCTED FOR PROFIT
AVAILABLE TO MEMBERS OF THE ASSOCIATION ONLY
NOMINAL MONTHLY CHARGES
SUPERVISED BY THE EXECUTIVE COMMITTEE
OPERATED BY TRAFFIC EXPERTS

The TRAFFIC SERVICE DEPARTMENT of The National Poultry, Butter and Egg Association AUDITS Freight and Expense Bills and PRESENTS CLAIMS for Overcharges—It advises concerning routes and QUOTES RATES. Presents claims for LOSS AND DAMAGE and recommends PREVENTIVE measures. Service includes RATE ADJUSTMENTS. In a word the Department was created for RELIEVING members of all their TRAFFIC TROUBLES and it is meeting with a large degree of success. Keeps members advised up to the minute concerning all rate and regulatory changes by means of SPECIAL BULLETINS

If in need of Traffic Service, make your wants known to any representative of the National Poultry, Butter and Egg Association, or mail inquiry to the Executive Offices, 208 North Wells Street, Chicago.

Application and sample contract mailed on request.

All matters treated with the utmost confidence.

JOIN NOW!

National Poultry, Butter & Egg Association

There are now pending certain proposals of the carriers for further revision of the egg packing, loading, inspection and delivery rules. The 'National' has asked for a hearing, but up to the moment it has not been granted, and the outcome of the matters involved cannot be predicted at this time. All members of the 'National' are vitally interested, and the final outcome depends entirely upon the support they give the Executive Office.

In addition to the matters above referred to, the 'National', prior to the inauguration of its Traffic Service Department, took a leading part in many other proceedings before the Interstate Commerce Commission, Congressional Committees, Classification Committees, State Commissions, and the various rate committees of the carriers on matters having to do with rates, rules and regulations governing the transportation of poultry, butter, eggs and cheese. In these proceedings, the representatives of the Executive Office at times found themselves in embarrassing positions, because they did not have exact knowledge of the conditions confronting the membership, and it was because of this, that the Executive Committee finally decided to create a Department in the Executive Office to handle intensive traffic matters, and by this means bring to light underlying facts.

As above stated, this Department began to function January 1, 1922, on which date only a few of the members had contracted for this service. Since that time, there has been a steady increase in membership in the Department, however, and in the handling of problems for the individual member, attention of the Executive Office has been directed to many situations concerning which it had no direct knowledge, nor the means of acquiring it, prior to the creation of the Traffic Department.

The purposes of the Department are, to relieve members of their transportation difficulties; to co-operate with the carriers and other agencies to the end that many of the causes which give rise to complaints and claims may be eliminated, and incidentally to acquaint the representatives of the Executive Office with the "little things" of a transportation nature which enter into the members' business, so that when the Association is confronted with a problem which affects a particular locality, or the industry as a whole, the Executive Committee will be in a position to take intelligent action.

The services of the Department, as outlined in its form of contract, include the checking and auditing of freight and express bills; the preparation, presentation, and where possible, the collection of claims covering loss and damage, overcharge, and concentration; the quoting of rates and advice as to routes; the handling of matters pertaining to switching, inspection, reconsignment, diversion, demurrage, storage, and refrigeration. The service also includes the issuance of special bulletins from time to time which interpret carrier rules and regulations in effect or that may be proposed, and which also call attention to other matters which in the judgment of the Department may be of interest to its members.

That the Department is well serving its members in the handling of intensive traffic is evidenced by the fact that those who have made use of its facilities have renewed their contracts, and also by letters received in the Executive Office from members, of which the following are typical:

"We assure you that your services to us up to this time have been very satisfactory and we are only too glad to recommend you to anyone that may be a prospective client and we shall be glad to have you give us as reference."

"We certainly appreciate your success in collecting our claims, particularly those claims which were originally filed by us and declined by the carriers."

"We want to express our appreciation of the services rendered, and we believe that you have succeeded in doing what any other agency could not have done in the matter of collecting certain of our claims."

"Check received covering old icing claims. Allow us to compliment you on the good work in obtaining these results."

It is the hope of the Executive Committee that all members will avail themselves of the 'National's' traffic facilities, because in so doing they will receive as good or better results than through other agencies at a minimum cost, and at the same time enable the Executive Office to deal intelligently with the major transportation problems which confront the industry from time to time.

It is the aim of the Executive Committee that the Department shall be conducted without profit, and with the hope that many of the traffic troubles of the individual member may be finally eliminated.

CHANGES IN FREIGHT RATES

Supplement No. 69 to Agent E. B. Boyd's Tariff 120-A, effective September 15, 1923, carries the following reduced rates on butter, eggs, cheese and dressed poultry, carloads, from Ogden and Salt Lake City, Utah: to Chicago, Ill. 263; to Peoria, Ill., 257½; to Mississippi River, 252; to St. Paul, Minn. 252; to Duluth, Minn., 263; to Memphis, Tenn., 263; to Missouri River, 203 per one hundred pounds.

Supplement No. 26 to Agent F. A. Leland Tariff 15-L, effective September 15, 1923, carries the following reduced freight rates on butter, eggs and dressed poultry, straight or mixed carloads, to St. Louis, Mo: from Walters Junction and Red Fork, Okla., \$.99 per hundred pounds; from Electric Park and Sapulpa, Okla., \$1.02 per one hundred pounds.

Supplement No. 10 to Agent F. A. Leland Tariff 20-G, publishes a rate of \$2.28 per one hundred pounds to apply on dressed poultry, carloads, from Texas points located in the "Common Point" and "Dallas Ft. Worth" Groups to Derby, Conn. The supplement also publishes a rate of \$2.27 per one hundred pounds to apply on eggs, carloads, from and to the same points.

LOWER FREIGHT RATE PROPOSED

The Western Trunk Line Committee is handling under its Subject No. 1656-A, a proposal to establish freight rate of 71½c per 100 lbs., on butter and eggs in straight or mixed carloads, Hutchinson, Minn., to Chicago, Ill. The present rate is 79c per 100 lbs.

STORAGE IN TRANSIT

Supplement No. 1 to Chicago, Burlington & Quincy Railroad Company Tariff 3414-Q has been amended, effective August 25, 1923, to provide for the storage in transit of butter, eggs, dressed poultry and rabbits, straight or mixed carloads, at Chicago, Ill. on traffic originating at points on the Mississippi River or west thereof and destined to points east of the Illinois-Indiana State Line.

Supplement No. 2 to Chicago, Milwaukee & St. Paul Tariff 6000-L has also been amended, effective September 1, 1923, to provide for the storage in transit of butter, eggs, dressed poultry and rabbits, straight or mixed carloads, at Chicago, Ill. on traffic originating at points west of the Mississippi River and destined to points east of Chicago, Ill.

Prior to the dates above mentioned, the Chicago, Burlington & Quincy Railroad Co. and the Chicago, Milwaukee and St. Paul Ry. Co. limited the storage in transit privilege at Chicago, Ill. to apply on traffic originating at points on or west of the Missouri River.

Supplement No. 6 to Agent E. B. Boyd's Freight Tariff 1016-B, effective September 15, 1923, carries the following reduced rates on butter and eggs, carloads, to Key West, Fla., for export:

From	Eggs	Butter
Alvo, Neb.....	\$1.75	\$1.75
Jansen, Neb.....	1.94½	2.12½
Malvern, Ia.....	1.69	1.69
Melvin, Ia.....	1.82	2.12

Supplement No. 8 to Agent B. T. Jones Freight Tariff No. 218-B carries the following reduced freight rates on cheese from Chicago, Ill. to Ansted, W. Va.: carloads, \$.90½; less carloads, \$1.17½ per one hundred pounds. The rates are published to become effective September 15, 1923.

Supplement No. 10 to Agent E. B. Boyd's Freight Tariff No. 50-K, effective September 1, 1923, publishes the following reduced rates on cheese from Marshfield, Wis. to Des Moines, Ia.: carloads, \$.61; less carloads \$.76 per one hundred pounds. The rates apply only to shipments routed via Minneapolis, St. Paul & Sault Ste. Marie Ry. to Chicago, Ill. and the Chicago, Milwaukee & St. Paul Ry. Co. beyond Chicago, Ill.

Supplement No. 2 to Agent E. B. Boyd's Tariff 49-M, effective September 1, 1923, carries reduced carload and less than carload rates on cheese from Curtiss, Wis. to various points in the states of Indiana, Kentucky, Michigan, New York, Ohio, Pennsylvania, and West Virginia.

Supplement No. 11 to Great Northern Tariff 605-E, effective August 2, 1923, publishes a reduced rate of \$.73 per one hundred pounds on butter, eggs, dressed poultry and veal, straight or mixed carloads, from Hutchinson, Minn. to Negaunee, Mich. This rate applies on shipments routed via Great Northern Ry., Superior, Wis., and Duluth, South Shore and Atlantic Ry. Co.

ALL WATER RATES

The Minnesota Atlantic Transit Company has issued Tariff GFD No. 1, containing class and commodity rates applying between Duluth, Minn. and New York City.

The rate on butter, cheese, eggs in shell, canned eggs and dressed poultry, straight or mixed carloads, Duluth to New York, as shown in this tariff, is 94½¢ per 100 pounds. This rate includes refrigeration and is subject to carload minimum weight of 20,000 pounds. Members desiring information concerning the service of the Minnesota Atlantic Transit Company are requested to communicate with the Executive Offices.

OFFICIAL INSPECTORS OF THE NATIONAL POULTRY, BUTTER AND EGG ASSOCIATION

Boston

Poultry—A. B. Carpenter, of C. R. Corwin & Co.
Butter—J. W. Berry, of J. R. Ellis & Son.
Eggs—B. C. Cummings, of Green & Co.

Buffalo

Poultry—W. A. Tuttle, 169 Scott St.
Butter—J. W. Lansing, of Gleason & Lansing.
Eggs—Chas. H. Hickman, 150 Michigan Ave.

Chicago

Poultry—C. B. Ford, 192 N. Clark St.
Butter—John W. Miller (C. H. Weaver & Co.), 67 W. South Water St., Chicago.
Eggs—John R. Tyler, 208 N. Wells St.

Cleveland

Eggs—Joseph Mendes, care Cottage Creamery Co.

Duluth

Poultry—N. F. Russell, care Bridgman-Russell Co.
Cheese and Butter—J. P. McDonald, 7th Ave. and Railroad St.
Eggs—Ross Gatlin, care Armour & Co.

Minneapolis

Poultry—I. E. Meagher, 123 N. Sixth St.
Butter—John Walstrom, 121 N. Sixth St.
Eggs—Ross C. Morford, 71 Island Ave.

New York

Poultry—D. P. Boehm, of D. P. Boehm, Inc.
Butter—Geo. W. Connell, 6 Harrison St.
Eggs—Harry Bryan, of Bryan-Duval Co., 105 Hudson St.

Philadelphia

Poultry—G. W. Ellis, of T. T. Ellis & Son, 24-26 S. Water St.
Butter—C. M. Drake, of C. M. Drake Co., 19 S. Water St.
Eggs—Jacob F. Miller, of Bickel & Miller, 322 S. Front St.

Omaha

Poultry, Butter and Egg Inspector—W. W. Bosworth, care Hurd Creamery Co., Council Bluffs, Iowa.

Detroit

Poultry—Fred Schaffer, of F. J. Schaffer & Co.
Butter—W. R. Throop, of Harris & Throop.
Eggs—A. F. Thibodeau, of A. F. Thibodeau Co.

St. Louis

Poultry—Edw. Lynch, 807 N. 4th St.
Butter—A. A. Rehbein, 220 Market St.
Eggs—Geo. H. Broeder, 813 N. Third St.

ROSTER

National Poultry, Butter & Egg Association

NOTE: Members should keep in mind that our Membership Ledgers—not this Roster—constitute the highest authority regarding every membership. Extra care is taken to see that every name and address is correctly shown in the Roster. But in making corrections and adding new names constantly it happens now and then that printers make new errors or leave out names or addresses inadvertently. Pressure of work in the Executive Secretary's office precludes checking the Roster with the Membership Ledgers before going to press every month, though this is done as often as possible.

ARKANSAS

McHENRY & BRYAN, Fayetteville.
OZARK POULTRY & EGG Co., Fayetteville.
D. W. TOBEY, INC., P. O. Box 614, Texarkana, Ark.-Tex.

CANADA

P. BURNS & Co., Calgary, Alberta.
CANADIAN PACKING Co., Toronto, Ont.
T. J. COYLE & Co., 507 Lindsay Bldg., Winnipeg, Man.
THE WM. DAVIES Co., Ltd., Toronto, Ont.
GUNN, LANGLOIS & Co., Ltd., 105 St. Paul St. East, Montreal.
GUNN'S LIMITED, West Toronto, Ont.
H. C. KERSTEN, c/o Crescent Cry. Co., Winnipeg.
LEMON BROS., Owen Sound, Ont.

CALIFORNIA

CALIFORNIA POULTRY Co., 315 Washington St., San Francisco.
HARBAUGH & Co., 425 Washington St., San Francisco.
KING & LAYTON, 310 Clay St., San Francisco.
MAKINS PRODUCE Co., 310 Davis St., San Francisco.
MONOTTI-LARIMER, 250 Sacramento St., San Francisco.
CARL SCHALLINGER, 310 Clay St., San Francisco.
WILSEY BENNETT Co., 352 Front St., San Francisco.

COLORADO

BEAR PRODUCE Co., 1515 Market St., Denver.
PINKETT BROS. PROD. Co., 1537 Market St., Denver.

CONNECTICUT

BRADLEY & DILLON, New Haven.
L. C. BATES Co., 46 George St., New Haven.
P. BERRY & SONS, 390 Windsor St., Hartford.

CUBA

ARMANDO ARMAND & SON, 17 Sol St., Havana.
FRANK BOWMAN Co., San Ignacio 13, P. O. Box 471, Havana.

FLORIDA

C. G. HILDERLEY, Box 696, Tampa.

ILLINOIS

FRANK ATLESS PROD. Co., Lincoln.
C. F. BISHOP & Co., 220 N. Front St., Quincy.
G. W. BLACKBURN & Co., Fairfield.
BLOOMINGTON PROD. Co., Bloomington.
H. A. BURNS PROD. Co., Thompsonville.
CAPPEL GARRARD Co., Peoria.
L. E. CHAPIN, Tampico, Ill.
DAVIS CLEAVER PRODUCE Co., Quincy.
DENNIS PRODUCE Co., Bowen.
GEO. W. FREY PRODUCE Co., Mendota.
FRANK GRAMPP, Princeton.
HAGIST JETT PRODUCE Co., Box 64, E. St. Louis, Ill.
P. O. HALLBECK & SON, West Salem.
F. HOUSER & SON, Lena.
W. A. JOY, 119 N. 9th St., Springfield.
KLEINSCHMIDT PRODUCE Co., Nashville.
MANNING & MANNING, Morrisonville.
G. E. MERRILL, Avon.
W. D. MILLER & SON, Newton.
MONEY PRODUCE Co., Yale.
B. S. PEARSALL BUTTER Co., 51 N. State St., Elgin.
PEORIA CREAMERY Co., Peoria.
HAROLD G. PETERSON, 2200 Lincoln St., Evanston.
PIONEER CREAMERY Co., Galesburg.
F. A. PRUETT & SONS, Third & Monroe Sts., Kinmundy.
SORENTO PRODUCE Co., Sorento.
GEO. H. SPENGLER, 10th & Capitol Ave., Springfield.
W. H. STANLEY & SON, Newton.
H. J. SWAN & Co., Fairfield.
SUGAR CREEK CREAMERY Co., Danville.
JACOB TICK, Clinton.

P. H. UTTERBACK, Oblong.

I. A. WALLINS, INC., Decatur.
H. C. WEINRICH & Co., Cambridge.
J. F. WILLIAMS & SON, Apple River.
C. C. WRIGHT, McLeansboro.
A. J. WRIGLEY, Wyoming.

Chicago

B. AARON & SONS, 56 W. South Water St.
THEODORE AARON, INC., 204-208 N. Wells St.
AMAN & ENDERS, 132 W. South Water St.
ARMOUR & Co., Produce Dept.
BAER & WOODS, 326 W. So. Water St.
BATTERMAN & KOELLING, 949 Fulton Market.
BEATRICE CREAMERY Co., 1526 S. State St.
AMOS BIRD Co., 1314 So. Canal St.
BLUE VALLEY CREAMERY Co., 700 S. Clinton St.
S. S. BORDEN Co., 220 W. South Water St.
BOWMAN & Co., 136 W. Lake St.
JOHN L. BRINK Co., 212 W. So. Water St.
BRINK & PILAT, 214 W. South Water St.
PETER BRITTEN SONS, 2 Fulton Market.
H. L. BROWN & SONS, 953 Fulton Market.
BICKLEY, FINNELL & WIMPLE, INC., 216 N. Wells St.
G. W. BULL & Co., 26 W. Kinzie St.
BURD BROS., 206 W. So. Water St.
CANTWELL & GILLOGLY, 953 Fulton Mkt.
COHEN & Co., 108 W. South Water St.
H. B. COLLINS, c/o Swift & Co., U. S. Yards.
COONEY & Co., 215 W. So. Water St.
COYNE BROS., 119 W. South Water St.
COYNE & NEVINS Co., 168 W. South Water Street.
CROMER & BROWN, 212 N. Wells St.
CUDAHY PACKING Co., PRODUCE DEPT., Harris Trust Bldg.
THEO. CUNY, 320 W. South Water St.
DAUBER BROS., 1132-1134 Fulton Market.
JNO. R. DEISHER Co., 954 Fulton Market.
DITTMANN & Co., 125 N. Union St.
JOSEPH DUSEK Co., 726 W. Randolph St.
WM. EBELING, 702 W. Randolph St.
M. H. EICHENGREEN & Co., 227 N. LaSalle
ELLIOTT & MCGARRAGHY, 29 W. Kinzie St.

HARRY H. FIELD & Co., 208 N. Wells St.
 FINNERMAN BROS., 320 W. So. Water St.
 FORD-GUSTAVSON & Co., 192 N. Clark St.
 PETER FOX SONS Co., 1122-24 Fulton Market.
 GALLAGHER BROS., 165 W. South Water St.
 ALEXANDER GETZ, 1016-1022 Fulton Mkt.
 GETZ & BRODSKY, 326 W. So. Water St.
 R. GERBER & Co., 12 E. Kinzie St.
 MOSES GRAY & Co., 160 W. So. Water St.
 GRIDLEY MAXON Co., 25 W. So. Water St.
 GUGGENHEIM BROS., 916 Fulton Market.
 A. F. HEIDKE & SONS, 845 Fulton St.
 FRANK G HEILMAN, 945-947 Fulton Mkt.
 J. E. HUGO HEMMAN & Co., 225 W. South Water St.
 J. S. HOFFMAN COMPANY, 219-221 N. Franklin St.
 W. G. HOWARD & Co., 229 N. Wells St.
 HUNTER WALTON & Co., 35 W. Kinzie St.
 S. KATZ & Co., INC., 208 No. Wells St.
 KEAN & STRYKER, 716 W. Randolph St.
 KELLEY-IVERSON, INC., 192 N. Clark St.
 GEO. T. KRUSE & Co., 708 W. Randolph St.
 A. S. KUHN Co., 208 N. Wells St.
 H. & J. LEPMAN, INC., 208 N. Wells St.
 LITMAN & Co., 948 Fulton Mkt.
 MAX MALTER Co., 816 W. Randolph St.
 MAURICE MANDEVILLE, 160 N. Market St.
 WOLF MALTER, 910 Fulton Market.
 R. MANGAN & Co., 819 W. Randolph St.
 I. H. MARKS, INC., 311 N. Carpenter St.
 JOHN V. MCCARTHY Co., 136 W. Lake St.
 C. E. McNEILL & Co., 325 W. So. Water St.
 MERRILL & ELDREDGE, 160 N. Market St.
 GEO. MEYER & Co., 228 W. South Water St.
 JOS. T. MILNARIK, 136 W. Lake St.
 W. S. MOORE, 206 N. Wells St.
 A. M. MULLIN, 303 W. So. Water St.
 MUTUAL PRODUCE Co., 922 Fulton St.
 MURMANN & KARSTEN, 222 W. So. Water St.
 NATIONAL PROD. Co., 208 N. Wells St.
 AD. NEWMAN & SON, 4420 S. Ashland Ave.
 NAOMI PRODUCE Co., 309 W. So. Water St.
 NORTH-WEST PRODUCE Co., 834 No. Racine Ave.
 O'HEARN & SHERMAN, 64 S. Water St.
 O. W. OLSON Co., 136 W. Lake St.
 THOS. E. O'NEILL Co., 218 N. Wells St.
 OSTROWSKY & SIMKIN, 206 W. So. Water St.
 MORRIS OVSON Co., 30 N. Green St.
 OXLEY & RICHTER Co., 208 N. Wells St.
 POLMEN & Co., 216 W. So. Water St.
 G. W. RANDALL & Co., 211 W. South Water St.
 B. W. REDFEARN, 208 N. Wells St.
 HARRY H. REDFEARN & Co., 208 N. Wells St.
 A. S. ROE & Co., 208 N. Wells St.

ED. RUEB & Co., 703 W. Randolph St.
 M. P. RUTLEDGE, 1111-1113 Fulton Market.
 JOHN SANDER, 1053-1055 W. Lake St.
 SCHRIEBER & FALKER, 136 W. Lake St.
 SCHWEIZER COMMISSION Co., 654 W. 63rd St.
 JOHN M. SHAWHAN, 136 W. Lake St.
 GEO. S. SLOAN & SONS, 62 W. So. Water St.
 SNYDER, HARRY, Co., 223 W. So. Water St.
 SONENBLICK & SHAPIRO, 207 W. So. Water St.
 SPANGENBERG & Co., 48 W. Kinzie St.
 STEFFEY BROS., 118 W. So. Water St.
 FRANK SWEENEY, INC., 192 N. Clark St.
 E. B. TEETS & Co., 322 W. So. Water St.
 ED. TERMAN & Co., 321 W. So. Water St.
 TITMAN EGG Co., INC., 400 N. Elizabeth St.
 JOHN R. TYLER Co., 208 N. Wells St.
 M. UHLMANN & Co., INC., 171 W. So. Water St.
 A. T. ULLMANN Co., 1014 Fulton St.
 WASKOW BUTTER Co., 346 W. So. Water St.
 WATSON & KELLY 320 W. So. Water St.
 C. H. WEAVER & Co., 67 W. South Water St.
 WEINBERG BROS. & Co., 1052-54 Fulton Mkt.
 WENDEL & BRIGGS, 951 Fulton Market.
 O. E. WHITCOMB & SON, 210 W. South Water St.
 J. H. WHITE & Co., 955 Fulton Market.
 W. T. S. WHITE, c/o Morris & Co., U. S. Yards.
 WILSON & Co., Prod. Dept., U. S. Yards.
 HENRY YEPSEN & Co., 207 N. Wells St.
 ZAMBRENO BROS. & Co., 918 Fulton St.
 ZIMMERMANN & SMITH, 336 W. So. Water St.

INDIANA

ATLASS PRODUCE Co., Lafayette.
 J. E. BEYER, Rochester.
 BAREFOOT PRODUCE COMPANY, Cowan.
 E. E. BOGAN Co., Goodland.
 E. BRAUDE, Silver Lake.
 L. J. BRETZ, Huntingburg.
 CLOVER LEAF CREAMERIES, Huntington.
 DEARMIN & Co., Odon.
 DECATUR PRODUCE Co., Decatur.
 L. J. DELUCENAY, Ashley.
 R. L. DITZLER, Huntington.
 FEAR-CAMPBELL Co., Frankfort.
 GEO. FREESE'S SONS, Nappanee.
 FOUNTAIN PRODUCE Co., Veedersburg.
 F. H. GEORGE & Co., 116 W. Columbia St., Ft. Wayne.
 HARRIS-HARDMAN Co., Richmond.
 HAVENS BROS., Ladoga.
 O. L. HOESE, Worthington.

HOUGHLAND & MILLER, Boonville.
 THE E. R. JAUQUES Co., Thorntown.
 J. A. LONG, c/o J. A. Long Co., Portland.
 C. J. LOYD & Co., Greensburg.
 McLANE & Co., Shelbyville.
 MIAMI PRODUCE Co., Peru.
 MURPHY & Co., Princeton.
 O. OLIVER & SON, Madison.
 THOMAS OWENS, Angola.
 HENRY PFAU, 224 Ninth St., Jasper.
 THE PFEIFFER SALES Co., Logansport.
 RIFFERT BROS., Haubstadt.
 SCHLOSSER BROS., Frankfort.
 SHERMAN WHITE & Co., Ft. Wayne.
 VAN BUREN PRODUCE Co., Van Buren.

Indianapolis

INDIANAPOLIS POULTRY Co.
 THE WADLEY Co., North St. & Canal.

IOWA

AMES PRODUCE Co., Ames.
 A. BAIRD & SON, Lohrville.
 BELL-JONES Co., Davenport.
 BOOS PRODUCE Co., West Bend.
 BURLINGTON PRODUCE Co., Burlington.
 CENTRAL CITY PROD. Co., Central City.
 CHARLTON & BOWEN, Rolfe.
 P. M. DAHLEM, Cascade.
 C. A. ENGLISH, Hubbell Bldg., Des Moines.
 E. J. FARLEY, Monticello.
 C. ALVIN FOSSE, LaPorte City.
 TYNDALL N. FOSSE, Ridgeway.
 M. J. GOODRICH, Strawberry Point.
 GOODRICH & GALLAGHER, INC., Waverly.
 M. & J. R. HAKES, Laurens.
 HALL PRODUCE Co., Sigourney.
 HANFORD PRODUCE Co., Sioux City.
 F. H. HATCH Co., Edgewood.
 HAWKEYE PRODUCE Co., Brookdale Ave., Chariton.
 E. B. HIGLEY Co., 409 S. Federal St., Mason City.
 HURD CREAMERY Co., Council Bluffs, Iowa.
 INDEPENDENCE PRODUCE Co., Independence.
 INDEPENDENT PRODUCE Co., 1801 W. 3rd St., Davenport.
 IOWA CITY PRODUCE Co., Iowa City.
 IOWA GRAIN & PRODUCE Co., Burlington.
 CARL T. IRISH, Nevada.
 JENSEN'S CREAMERY Co., Coon Rapids.
 W. E. KEENEY, Clarinda.
 A. R. LOOMIS & SON, Fort Dodge.
 MARSHALLTOWN PRODUCE Co., 213 Market St., Marshalltown.

JOHN MORRELL & Co., Ottumwa.
 E. G. MORSE, Mason City.
 MT. PLEASANT PRODUCE Co., Mt. Pleasant.
 J. H. NEIL CREAMERY Co., Tama.
 NEWTON PRODUCE Co., Newton.
 G. W. NICHOLSON & Co., Grand Junction.
 NICKLES & SON, Corydon.
 NORTHERN IOWA PRODUCE Co., McGregor.
 W. L. OGDEN & Co., 305 Pearl St., Sioux City.
 PERFECT PRODUCE Co., Solon.
 PETERSON BROS., 6th Ave. & River Front, Clinton.
 REISMAN Co., Oskaloosa, Iowa.
 W. S. REISTER & SON, Washington.
 FRED REUM & Co., 218 W. Water St., Decorah.
 H. S. RHYNSBURGER, 9th Ave., E., Oskaloosa.
 J. RUSSELL, Winfield.
 ST. ANSGAR PRODUCE Co., St. Ansgar.
 SHOTWELL & Co., Des Moines.
 J. A. SHANNON & SON, Iowa Falls.
 SHELDON PRODUCE Co., Sheldon.
 J. A. SILVER & Co., Stockport.
 R. D. SMITH, Swea City.
 SONDERGAARD PRODUCE Co., Thornton.
 E. B. WADE, Hubbell Bldg., Des Moines.
 WAYNE F. WALLER, Garner.
 WAVERLY PRODUCE Co., Waverly.
 WESCOTT & WINKS, Sumner.
 R. W. WINSLER, Moravia.

KANSAS

BEATRICE CREAMERY Co., Topeka.
 THE BELLE SPRINGS CRY. Co., Abilene.
 THE BLUE VALLEY PACKING Co., Marysville.
 J. E. BREWER, Box 226, Abilene.
 CONCORDIA CREAMERY Co., Concordia.
 ELLSWORTH PROD. Co., Ellsworth.
 W. M. EVERT, Concordia.
 FARMERS' PRODUCE Co., Burlington.
 J. F. GRENNAN PROD. Co., Garnett.
 T. JENSEN & BROS., Emporia.
 KANSAS EGG & POULTRY Co., Hillsboro.
 KANSAS ICE & STORAGE Co., Salina.
 A. S. KININMONTH & Co., Winfield.
 LATHAM & SONS, Ottawa.
 LEGG PRODUCE Co., Box 364, Scott City.
 M. McMAHON, Beattie.
 MERRITT-SCHWIER CREAMERY Co., Great Bend.
 THE METZ PACKING Co., Concordia.
 THE PADEN-THOMPSON PROD. Co., Dodge City.
 SALINA POULTRY Co., Salina.
 SEYMOUR PACKING Co., Topeka.
 TOPEKA PACKING Co., Topeka.
 S. C. WALKER & SON PRO. Co., Smith Center.
 H. G. WARD PRODUCE Co., Glasco.

KENTUCKY

N. F. BRENT, Paris.
 DAVIDSON BROS., INC., Glasgow.
 S. H. GRINSTEAD Co., Lebanon.
 HARRODSBURG ICE & PRODUCE Co., Harrodsburg.
 HAWKINS, SMITH, TOOHEY & Co., Shelbyville.
 S. F. HOLCOMB, Murray. Branches at Hol-low Rock, Tenn., and Parsons, Tenn.
 HULEN-TOOPS Co., Bowling Green.
 MALONEY DAVIDSON Co., 128 E. Jefferson, Louisville.
 MILLER BROS. & Co., Owensboro.
 GEO. P. TAYLOR Co., Burnside.
 ALVA WEST, Mgr. Star Produce Co., Maysville.
 H. WILSON & Co., Fordsville.
 J. P. WRIGHT, Salt Lick.
 HARVEY J. ZWICKER, Gen. Mgr. Frank Fehr Cold Storage Co., Louisville.

LOUISIANA

GOODMAN & BEER Co., INC., 400 Paydras St., New Orleans.
 A. S. KOTTWITZ & Co., 443 S. Peters St., New Orleans.
 JOS. LALA & Co., 534 French Mkt., New Orleans.
 JOS. SAMUEL Co., INC., 327 Paydras St., New Orleans.
 SOUTHLAND PRODUCE Co., 505 Travis St., Shreveport.

MARYLAND

BLATTER BROS., 119 W. Pratt St., Baltimore.
 HENDERSON, LINTHICUM & Co., 3 E. Camden St., Baltimore.
 E. E. HURLBURT, 3 Emerson Tower Bldg., Baltimore.
 ARTHUR MEDWEDEFF, 308 Law Building, Baltimore.
 JOHN POEHLMAN & SONS, 405 N. Washington St., Baltimore.
 JOSEPH SMELKINSON, 139 W. Camden St., Baltimore.
 STEVENS BROS., 226 Charles St., Baltimore.

MASSACHUSETTS

CAMBRIDGE POULTRY Co., Cambridge.
 JAMES L. HUMPHREY, JR., New Bedford.
 GENERY STEVENS Co., Worcester.

Boston

ADAMS, CHAPMAN Co., 37 N. Market St.
 ALLEY GREEN & PIPE Co., 3 and 4 N. Market St.
 S. K. AMES, 168 Milk St.
 I. H. BALLOU & Co., 75 S. Market St.
 BARTLETT VARNEY & Co., 21 N. Market St.

BATCHELDER & SNYDER Co., 49 Blackstone Street.
 BOLTON & HICKS, 21 Merchants Row.
 BORST PIERCE Co., 9 Blackstone St.
 ALTON E. BRIGGS, Faneuil Hall Market.
 BRYANT & ORWAY Co., 1 So. Side Faneuil Hall Market.
 S. L. BURR & Co., 74 So. Market St.
 CHAMBERLAIN & Co., INC., 25 S. Market St.
 CHAPIN & ADAMS Co., 35 S. Market St.
 HAROLD E. CORSON, Faneuil Hall Market, Fruit & Products Exchange.
 C. R. CORWIN Co., Faneuil Hall Market.
 CRAIG HAPGOOD Co., INC., 39 S. Market St.
 EASTERN BUTTER Co., 15 John St.
 G. A. FALES Co., 25 N. Market St.
 JOHN H. FARNUM & SON, 65 Clinton St.
 FOWLE, HIBBARD Co., 176 State St.
 GOLDSMITH-STOCKWELL Co., 27 S. Market Street.
 GREEN & Co., 80 S. Market St.
 WM. J. HAIRE Co., 30 S. Market St.
 HILTON & ALDRICH Co., 40 S. Market St.
 RALPH H. HOSMER, 10-16 Faneuil Hall Mkt.
 H. A. HOVEY & Co., 30 Faneuil Hall Mkt.
 THE H. J. KEITH Co., 72 S. Market St.
 J. F. KIMBALL Co., 31 N. Market St.
 LAMSON & Co., 13 Blackstone St.
 G. M. D. LEGG Co., 33 S. Market St.
 LEWIS, MEARS Co., 33 S. Market St.
 A. & O. W. MEAD & Co., 35 N. Market St.
 A. E. MILLS & SON, 27 Commercial St.
 CHAS. E. MILLS, 19 Boston Fruit & Produce Exchange.
 P. F. QUINN, 31-33 Merchants Row.
 RADLO BROS. Co., 21-23 S. Market St.
 L. A. ROGERS Co., 70 S. Market St.
 SMILEY BROS., 5 Blackstone St.
 A. M. SMITH & Co., 31 Commercial St.
 STANDARD POULTRY & EGG Co., 37 Fulton St.
 CHAS. H. STONE & Co., 61 Chatham St.
 THORNDIKE & GERRISH Co., 19 N. Market Street.
 TITMAN EGG Co. OF MASSACHUSETTS, 239 Summer St.
 A. VALENTE & Co.
 T. H. WHEELER Co.
 E. E. WILSON Co., 7 Blackstone St.
 W. F. WYMAN & Co., 4 Faneuil Hall Mkt.

MICHIGAN

CADILLAC PRODUCE Co., Cadillac.
 THE N. A. HOBAN Co., 114-116 W. 1st Ave., Flint.
 HUGH M. HURD, Eaton Rapids.
 IONIA EGG & POULTRY Co., Ionia.
 KENT STORAGE Co., Grand Rapids.
 ROBT. PARK, Caro.
 J. T. RIDLEY, Greenville.
 WILLIAMSON BROS., Tecumseh.

Detroit

ALDERSON-HUARD Co., 2514 Riopelle St.
 AMERICAN BUTTER & CHEESE Co., 480 Howard Ave.
 BENTLEY PRODUCE Co., 1571 Winder St.

CLARENCE J. CHANDLER, 1640 Penobscot Bldg.
 GEO. L. COLLINS & Co., 30 Market St.
 DETROIT BUTTER & EGG Co., 4301 Dequindre.
 GEO. R. ELDRIDGE Co., 2656 Eighteenth St.
 FALTS POULTRY MARKET, 54 W. Elizabeth Street.
 W. R. THROOP & SON, 777 Michigan Ave.
 J. W. KEYS COMM. Co., 2478 Riopelle St.
 C. H. LAHUE & Co., Eastern Market.
 F. J. SCHAFER & Co., 1462 E. High St.
 SCHILLER BUTTER & EGG Co., 654 Jos Campau.
 SMITH POULTRY & EGG Co., 26 Western Market.
 A. F. THIBODEAU & Co., 2040 Howard St.
 TONER COMMISSION Co., 2602 Riopelle St.

MINNESOTA

BENSON PRODUCE Co., Benson.
 BRIDGEMAN-RUSSELL Co., Duluth.
 HUTCHINSON PRODUCE Co., Hutchinson.
 JOHNSON PRODUCE Co., Cokato.
 F. J. KASPER Co., 310-312 N. Cedar St., Owatonna.
 LE ROY PRODUCE Co., Le Roy.
 LEVINE BROS., Duluth.
 LITCHFIELD PRODUCE Co., Litchfield.
 JOHN LYNARD, Owatonna.
 H. M. NOACK & SONS, Arlington.
 NO. AMERICAN CRY. Co., Alexandria.
 NORTHERN COLD STG. & WHSE. Co., Duluth.
 PETERSON BIDDICK Co., Wadena.
 JOSEPH J. SCHATZ, Montgomery.
 STEUBE BROS., 118 N. Main St., New Ulm.
 STORK BROS., New Ulm.
 SUNDE & ROMINE, New Richland.
 GEO. D. TRACY, Tracy.
 WORTHINGTON CREAMERY & PROD. Co., Worthington.

Minneapolis and St. Paul

BOYD & HILBERT, 22 Central Mkt., Minneapolis.
 R. E. COBB Co., St. Paul.
 DE SOTO CRY. & PROD. Co., Minneapolis.
 EDWARDS BROS., 119 Sixth St., North, Minneapolis.
 FAIRFAX PRODUCE Co., 420 N. Third Ave., Minneapolis.
 ROBERT C. KERSTEN, Mgr., J. H. Kersten & Co., 203 Market State Bank Bldg., Minneapolis.
 MEAGHER & PARSONS, 5th St. North, Minneapolis.
 ROSS C. MORFORD, 71 Island Ave., Minneapolis.
 NORTHERN PRODUCE Co., St. Paul.
 J. W. PERRIN & SON, 29 Central Market, Minneapolis.
 SAMELS BROS. Co., Minneapolis.
 VILLEN PROD. Co., St. Paul.

MISSOURI

BLATTNER BROS. MERC. Co., Wellsville.
 A. F. BROCKMAN, Concordia.
 W. L. DAVENPORT Co., 219 N. Jefferson St., Mexico.

GOODWIN & JEAN, Jackson.
 R. F. GRIFFITH, Fulton.
 HENDERSON'S PRODUCE Co., Monroe City.
 KUHNE BROS. MERC. Co., Troy.
 W. D. LAW, Springfield.
 D. N. LIGHTFOOT & SON, Springfield.
 LINDLEY-BUSTER PROD. Co., Inc., Bucklin.
 J. H. MIKEL BRO. & Co., South Gifford.
 C. S. MILLER PRODUCE Co., Neosho.
 MISSOURI EGG & POULTRY Co., Box 164, Sedalia.
 E. OLIN & SON, 112 E. Lexington St., Independence, Missouri.
 RALLS COUNTY MERCANTILE Co., Center.
 S. D. RARDIN, JR. & Co., Ridgeway.
 J. I. REED & SON, Bolivar.
 C. L. RHODES PROD. Co., Springfield.
 A. W. VANDERFORD, Clinton.
 A. B. WILKERSON, Aurora.
 WILLOW SPRINGS CRMY. Co., Willow Sprgs.

St. Louis

AMERICAN EGG & POULTRY Co., 501 N. 3rd St.
 H. B. BEATY, 408 Franklin Ave.
 BOHN-LENARTZ COM. Co., 714 N. 4th St.
 HY BOMZE, 817 N. Third St.
 HENRY BROEDER'S SONS COM. Co., 813 N. Third St.
 DICKSON & SONS, 837 N. Third St.
 A. A. EASTON Co., INC., 931 N. Broadway.
 ENTERPRISE COMMISSION Co., 925-927 N. Broadway.
 BRUNO FRANZ SONS, 919 N. Broadway.
 OSCAR B. FRANZ COM. Co., 417 Morgan St.
 WALTER B. FRANZ & Co., 810 N. Fourth St.
 FRISCO COMMISSION Co., 800 N. Fourth St.
 GREENLEE PRODUCTS Co., Lewis & O'Fallon Sts.
 FRED HEGER, 419 Franklin Ave.
 THE HICKEL Co., 1018 N. Broadway.
 HILMER COMMISSION Co., 822 N. Third St.
 HOFMANN BROS. PRODUCE Co., 700 N. 2nd St.
 H. W. KUEHAUS, 419 Franklin Ave.
 B. LANDAUER, 907 N. Fourth St.
 E. L. LYNCH POULTRY Co., 807 N. 4th St.
 McLAIN-ALCORN COM. Co., 701 N. 3rd St.
 MEYER BROS. COMMISSION Co., 816 N. 3rd St.
 NIEMEYER-BUCHMUELLER COM. Co., 816 N. 3rd St.
 PROGRESSIVE COMMISSION Co., 803 N. 3rd St.
 A. A. REHBEIN, 220 Market St.
 GEO. F. RICKER & Co., 716 N. 2nd St.
 SCHEITLIN & HOFFMAN, 820 N. Third St.
 L. J. SCHULTE COM. Co., 824 N. Third St.
 SCHUMACHER COMMISSION Co., 700 N. 3rd St.
 BURT WOODSON COM. Co., 933 N. Broadway.
 ZELLE BROS. PROV. & COM. Co., 702 N. 3rd St.

Kansas City

AARON POULTRY & EGG Co.
 C. J. AUS, 211 Produce Exchange Bldg.
 A. W. BEAR COM. Co., 117 E. Fourth St.
 RALPH HURST & Co., 115 E. Fourth St.
 S. J. HURST, 515 Grand Ave.
 MERIDEN CREAMERY Co., 21st and Central Sts.
 CARL C. STENTZ, 203 Produce Exchange Bldg.
 SPENCER PRODUCE Co., 14 West 4th St.

NEBRASKA

HENNINGSSEN PROD. Co., Superior.
 C. MOZER, Box 495, Lincoln.
 NORFOLK POULTRY Co., 403 N. 3rd St., Norfolk.
 WAHOO PRODUCE Co., 301 East 5th St., Wahoo.
 YORK PRODUCE Co., York.
 GEO. E. CLARK, 1327 W. O. W. Bldg.
 FAIRMONT CRY. Co., 12th & Jones Sts.
 THE JERPE COMMISSION Co., 422 11th St.
 KIRSCHBRAUN & SONS, INC., 9th and Dodge Sts.
 OMAHA COLD STORAGE Co.

Omaha

NEW JERSEY

AMMON & PERSON, 4th and Henderson Sts., Jersey City.
 M. AUGENBLICK & BRO., 16 Commerce St., Newark.
 ROBT. L. BEYER, 1915 Atlantic Ave., Atlantic City.
 COLUMBIA CHEESE Co., 85 Commerce St., Newark.
 DEBOW & Co., 32 Commerce St., Newark.
 BARNETT GABRIEL, c/o Great Atlantic & Pacific Tea Co., Jersey City.
 GUARANTY EGG CORPORATION, 197 Market St., Newark.
 GERHARD & PAGELS, 218 N. Willow St., Trenton.
 GUDE & COLE, INC., 102 Mulberry St., Newark.
 ADAM HEBELER & Co., 46 Commerce St., Newark.
 WILKINSON, GADDIS & Co., 85 Parkhurst Newark.

NEW YORK

DAVIS & PELTON, 152 Baldwin St., Elmira.
 THE LAWLOR & CAVANAUGH Co., Troy.
 JOS. A. MINST, 359 Broadway, Albany.
 EDWARD D. VINAL, 202 North West St., Syracuse.
 WM. S. RILEY Co., Scott Place, Rochester.
 W. J. SKILLICORN, Albany.

Buffalo

BREDENBERG BROS., 96 W. Market St.
 JACOB DOLD PACKING Co., 745 William St.
 GOLDSTEIN & LIPPMAN, 165 Scott.
 HICKMAN & COWARD, 150 Michigan Ave.
 CHAS. E. ROESCH, 10 Broadway Mkt.
 SATULOFF BROS., 145 Michigan St.
 STONE & DIXON, INC., 162 Perry St.
 WALTER A. TUTTLE, 55-57 E. Market St.

J. M. WATTLES & SON, 152 Michigan St.
FRANK E. WATTLES & BRO.
WAX & SUGARMAN, 159 Michigan St.
WM. C. WILL, 163 Scott St.

New York City

C. F. ADAMS & Co., 13 Harrison St.
ALBERT & GERBER, 315 Greenwich St.
E. S. ALPAUGH & Co., 18 Bloomfield St.
ARMSTRONG & HESSE, 330 Greenwich St.
HARRY ATLAS, 360 Greenwich St.
JUAN A. BABCOCK, 168 Duane St.
E. R. BALZER, 220 Greenwich St.
F. C. BARGER & Co., 158 Franklin St.
H. BEHRMAN & SONS, 366 Washington St.
BERMAN & BAEDCKER, Inc., 28 Thirteenth Ave.
NATHAN BLACKMAN, 362 Greenwich St.
DANIEL P. BOEHM, Inc., 331 Washington St.
JOHN H. BORGER & Co., 134 Reade St.
GEO. G. BROWN, W. Washington Mkt.
HAROLD L. BROWN Co., Inc., 172 Duane St.
S. S. BROWN Co., 43 Jay St.
BROWN & ROOT Co., 165 Reade St.
BRYAN DUVALL Co., Inc., 105 Hudson St.
C. T. BULLARD & Co., 171 Duane St.
BUTTS & MILLER Co., 325 Washington St.
CENTRAL GROCERY Co., 150 Reade St.
CHELSEA LIVE POULTRY Co., 39 Loew Ave.
CHAS. COLLINS Co., 1 13th Ave.
COLONIAL BUTTER & EGG Co., Greenwich St.
GEORGE COOK, JR., 329 Washington St.
GEO. E. CUTLER, 331 Greenwich St.
CHARLES DEUTSCH, 319 Greenwich St.
DE WINTER & STEWART, Inc., 321 Washington St.
DROSTE & SNYDER, 177 Duane St.
DU MOND & FELTEN, Inc., 325 Washington St.
N. DURHAM & SONS, 313 Washington St.
LEWIS EBERT & SONS, 151 Reade St.
W. W. ELZEA, Inc., 327 Washington St.
THE ENGEL Co., 123 Barclay St.
ENYARD & GODLEY, Inc., 171 Duane St.
FARMERS COMMISSION HOUSE, 27 Harrison St.
FICKEN, COFFIN & Co., 168 Duane St.
SAMUEL FLECK & Co., Inc., 48 Bloomfield St.
JULIUS FLEISCHL, 514 Westchester Ave.
J. C. FORD & Co., Inc., 368 Greenwich St.
FOX RIVER BUTTER Co., 78 Hudson St.
I. FOX SONS, Inc., 194 Green Place, Brooklyn.
SOL. FRANKEL, W. Washington Mkt.
GOTTFRIED-MARSHALL Co., 142½ Reade St.
A. GROSSMANN & Co., 153 Reade St.
GUDE BROS., KIEFFER Co., 21 Jay St.
H. HAGEN & Co., 81 N. Moore St.
HANCE BROS. Co., W. Washington Mkt.
W. H. HENNEBERGER, Inc., 329 Greenwich St.
JOSEPH J. HEROLD, 17 Harrison St.
GEORGE F. HINRICHS, Inc., 341 Washington St.
WM. J. HINRICHS, 423 W. 14th St.
HODUPP EVANS COMPANY, Inc., 7 Harrison St.
AD. HONIGSBERG & Co., 300 Greenwich St.
JEWELL BROS., W. Washington Mkt.

JEWELL KOENIG & Co., W. Washington Mkt.
T. W. JOHNSON, 361 Washington St.
HUGO JOSEPHY & SONS, 448 West 14th St.
KASSEL POULTRY Co., W. Washington Mkt.
J. J. KILCOYNE Co., Inc., 360 Washington St.
J. M. KLEIN, 448 W. 14th St.
KOSSAR & Co., W. Washington Mkt.
CHRISTIAN H. KOSTER, 863 Washington St.
KURTIN & KURTIN, 305 Greenwich St.
LAMBLY & ALPAUGH, 18 Harrison St.
LASS & COHEN, 450 W. 14th St.
GUSTAV F. LAWRENCE, 87 Hudson St.
GUS LUDWIG, 475 King Ave., City Island.
LEWIS MEARS Co., 127 Reade St.
W. H. MAPES, 176 Duane St.
THOS. J. MAY Co., 174 Duane St.
C. F. MCGUIRE, 13 Harrison St.
A. E. MCMULKIN, 201 Franklin St.
CHAS. P. MECABE & SON, 17 Jay St.
SAMUEL MIERFELD, 3 Harrison St.
ALEX MERSEL, 191 Duane St.
SAM NAGLE, W. Washington Market.
J. NARZISENFELD, 24-26 Harrison St.
J. NEUGEBOREN & SONS, 19 Harrison St.
JAS. N. NORRIS, W. Washington Mkt.
FRED D. OETJEN, 339 Washington St.
B. W. OTIS & Co., W. Washington Mkt.
A. PAUL, JR., & Co., West Washington Mkt.
WM. WALLIS PEARSON, 45 Grace St.
H. T. POND Co., 361 Washington St.
C. L. POOLE & Co., 15 Harrison St.
I. C. POPPER, 171 Duane St.
G. M. RITTENHOUSE & Co., 23 Jay St.
HARRY ROSENSTEIN, Inc., W. Washington Market.
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THOS. H. ROULSTON, 101 Ninth St., Brooklyn.
SAAL BROTHERS, 181 Duane St.
CHESTER E. SAXTON Co., Inc., 11 Harrison St., N. Y. C.
C. SCHULTZ, Inc., 32 Jay St.
LOUIS J. SCHWAB, W. Washington Mkt.
NATHAN SCHWEITZER Co., 409 W. 14th St.
SECKEL & KIERNAN, 361 Greenwich St.
STEERS & MENKE, West Washington Mkt.
H. E. STOUT Co., 317 Washington St.
JOSEPH SULTAN, 148 Reade St.
B. TITMAN Co., 94 N. Moore St.
GEORGE TRACHTENBERG, 360 Greenwich St.
TRELEASE & UNDERHILL, 333 Greenwich St.
EDWARD M. VOSBURGH, 133 Reade St.
S. & W. WALDBAUM, 140 Reade St.
CHARLES WERNER, 35 Loew Ave.
SAMUEL WERNER, W. Washington Mkt.
WESTERN COMMISSION Co., West Washington Market.
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ZIMMER & DUNKAK, 173 Duane St.

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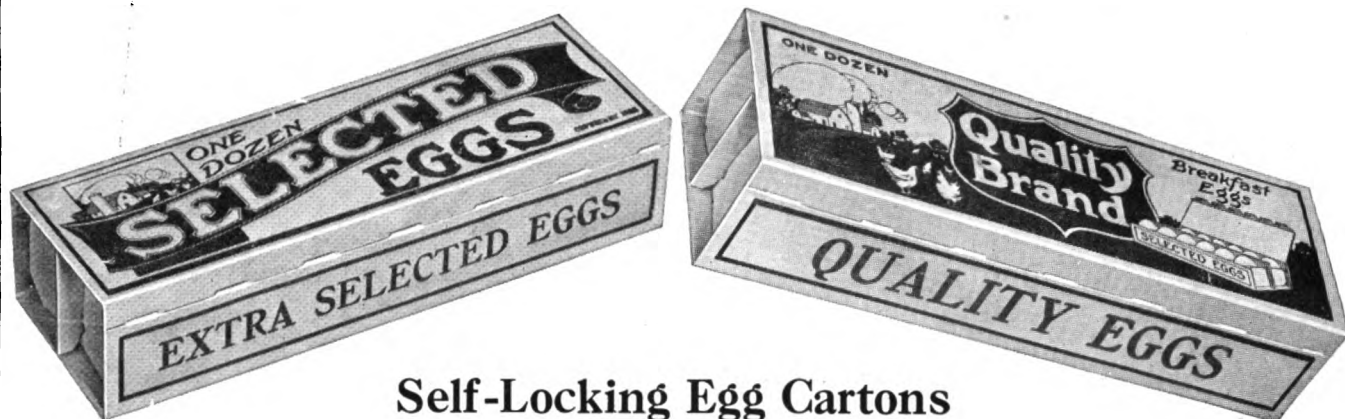
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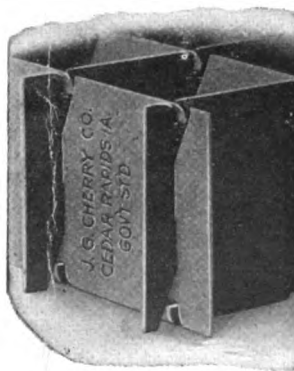
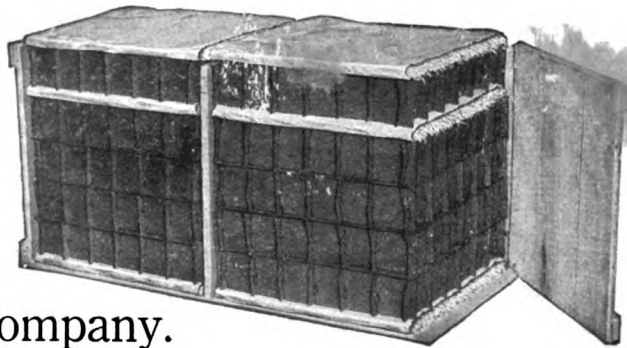
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